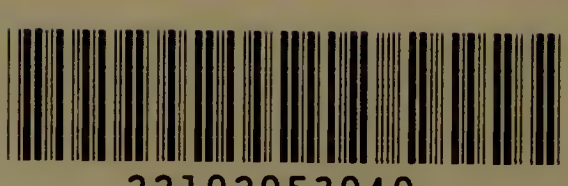
Twenty-Third Annual Meeting National Wholesale Druggists Association

RICHMOND, 1897


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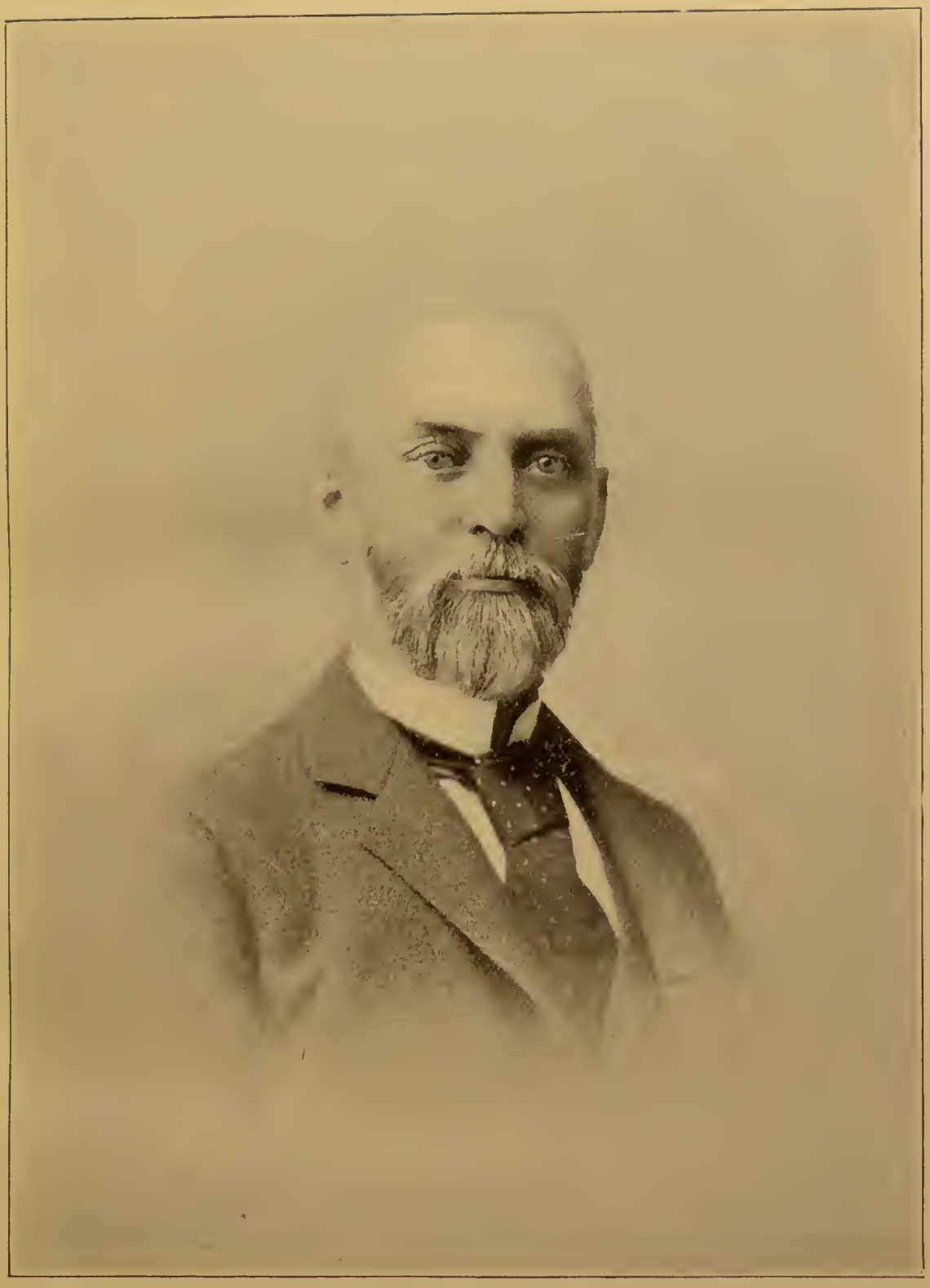
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With the Compliments of

A. B. Merriam,

Secretary.



Yours truly
O. F. Weller

PROCEEDINGS

OF THE

National Wholesale Druggists Association

IN CONVENTION AT

RICHMOND, VA.

THE JEFFERSON

October 11, 12, 13, 14, 15, 1897.

T. E. CROSSMAN,
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PRESIDENTS

OF THE

Western Wholesale Druggists Association

NAME CHANGED NOV. 8, 1882, TO

National Wholesale Druggists Association.

March 15, 1876, Indianapolis,	James Richardson.
February 14, 1877, Pittsburg,	James Richardson.
February 13, 1878, Louisville,	Arthur Peter.
November 13, 1878, Chicago,	Thomas Lord.
November 13, 1879, Milwaukee,	Henry H. Button.
November 10, 1880, Detroit,	Theodore H. Hinchman.
November 9, 1881, Cincinnati,	James S. Burdsal.
November 8, 1882, Cleveland,	Horace Benton.

NAME CHANGED NOV. 8, 1882,

...TO...

National Wholesale Druggists Association

PRESIDENTS--Continued.

October 17, 1883, New York City,	William A. Gellatly.
October 22, 1884, St. Louis,	Christian F. G. Meyer.
October 20, 1885, Philadelphia,	Mahlon N. Kline.
September 27, 1886, St. Paul-Minneapolis,	Daniel R. Noyes.
August 23, 1887, Boston,	E. Waldo Cutler.
September 11, 1888, Saratoga,	George A. Kelly.
October 22, 1889, Indianapolis,	Peter Van Schaack.
October 2, 1890, Washington, D. C.,	Daniel Stewart.
October 21, 1891, Louisville,	Wm. A. Robinson.
September 21, 1892, Montreal,	James E. Davis.
October 11, 1893, Detroit,	Frank A. Faxon.
October 1, 1894, New York City,	Thos. F. Main.
September 4, 1895, Denver,	J. C. Eliel.
October 5, 1896, Philadelphia,	John B. Purcell.
October 13, 1897, Richmond,	Charles F. Weller.

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TWENTY-THIRD ANNUAL MEETING

OF THE

National Wholesale Druggists Association,

AT

RICHMOND, VA.

OCTOBER 11, 12, 13, 14, 15, 1897.

FIRST SESSION.

Monday, October 11, 1897.

The twenty-third annual meeting of the National Wholesale Druggists Association convened at the Hotel Jefferson, Richmond, Va., at 8:30 p. m.

President Purcell, in calling the convention to order, introduced Mr. Robert W. Powers, of Richmond, who said:

Mr. President and Gentlemen: A year ago, when I had the pleasure of inviting this association to meet in Richmond, I made some allusion to the difficulties which some of the older members had encountered in their efforts to visit our city many years ago. I am very glad to know that no such obstacles have interrupted their passage here on this occasion. I am very glad that they have arrived in good form, and haven't had to "tote" their baggage, as we Virginians sometimes say. I am also glad

that we have this beautiful and elegant hotel to entertain you in. I am satisfied that the architect, when he planned this lovely edifice did not know of the existence of any such organization as the N. W. D. A., or he would have arranged for a larger assembly hall than we are gathered in to-night; and while it may be at times a little crowded, we have deemed it best to hold our sessions here, because we will thereby secure a larger and more punctual attendance than we could otherwise hope to obtain had we gone to another hall.

Now just a word or two in regard to our entertainments. I hold in my hand a book of coupons, which, if you have not already obtained, you can secure in the committee room. This book gives the hours for our sessions, and the committee earnestly hopes that the members will assemble promptly at the hours named, as it will greatly facilitate the business if we can come together promptly. I have observed in attending the meetings of the association in other cities that the president frequently goes to the assembly room and takes his seat, and ten, fifteen or twenty minutes may elapse before there are a sufficient number of the delegates present to commence business.

Tomorrow evening there will be a reception to our distinguished presidents in the parlor of the hotel, to which you are all cordially invited, and it is hoped that you will all attend. Afterward there will be a dance, in which those who are younger than I, and not as lame, can participate. On the following evening (Wednesday) there will be a musicale given in the hotel, also. To neither of these entertainments will there be any necessity of using your coupons; to all the other entertainments the coupons must be presented.

We have endeavored, in arranging our entertainments for you, to do so without extravagance, and to make

them cordial and homelike, and therefore we have concluded to have most of them in the hotel. I wish to say to those gentlemen who are so fortunate as to have ladies with them, that the Local Committee of Ladies will be at the hotel to-morrow from 10:30 o'clock on, and will deem it a special favor if the visiting ladies will make themselves known to them, as they hold themselves in readiness to go with them anywhere—to take them to the square and show them Crawford's magnificent equestrian monument, said to be the handsomest in the world; to the old Capitol, planned by Jefferson over one hundred and twenty years ago, in which is Houdon's statue of Washington, the best likeness, it is said, of the "Father of his Country;" to old St. John's Church, where the celebrated patriot, Patrick Henry, made use of the immortal words, "Give me liberty, or give me death;" or to take them to the old Stone House—a place which I have passed a thousand times and have never been in—said to have been the headquarters of Washington, and visited by Lafayette, by Jefferson, and by Monroe, the old house stands there to-day, just as it was built many years ago. Also to the Confederate museum—the White House of the Confederacy—where you may see many interesting relics of the late unpleasantness; or anywhere else they desire to go. And then on Wednesday morning at 11 o'clock there will be a carriage drive for the visiting ladies. One local lady will go with each carriage, so they can point out places of interest, and relate the history of each. Whether it be true or not of course makes no difference, it amounts to the same thing. (Laughter.) And on Thursday we wish to take them to the tobacco factories, where they can hear the darkeys sing the old plantation songs. On Thursday evening there will be a banquet in the hotel and an entertainment

at Col. Purcell's, and on Friday an excursion to Old Point via James River, and permit me to suggest that none of you leave the city without availing yourself of this trip, as we will pass many places of historic interest, and if the day is fair it will be a most enjoyable trip. I now have great pleasure in introducing a member of our committee who, though not a city official, is one of our most enterprising and public spirited citizens, and is ever ready to lend a helping hand in a good cause. He will tell you something of Richmond and how glad we are to welcome you into its gates. I now present to you Major N. V. Randolph. (Applause.)

Major Randolph addressed the convention as follows:

Mr. President, Ladies and Gentlemen of the Wholesale Druggists' Association, and Proprietary Association:

I am commissioned by the Committee of Arrangements in their behalf, and on behalf of the citizens generally, to bid you welcome to the city of Richmond. I am informed that our worthy chairman has made many promises to you in Philadelphia, to induce the selection of Richmond for the annual meeting in '97. I understand he promised that if you should come to Richmond he would show you the most beautiful women in the United States. Fortunately this promise is easily kept, because beautiful, true and noble women are indigenous to the soil and climate of our beloved Southland. The other promises the Committee on Entertainment, though small in number, will exert every energy in their power to redeem.

We are glad to have you in Richmond; proud of the privilege of showing you her beauties, her past glories and her present material prosperity. Well may we be proud of the old Richmond of the past, of her great men, her famous statesmen, who did so much in the early days of the

Republic to steer the Ship of State on that illustrious course that has made America the greatest, grandest and the freest country that the sun has ever shone on.

We want you to go to old St. John's Church, and stand upon the rostrum, where once stood that great patriot, Patrick Henry, when he uttered those sublime words that electrified the colonies and which resounded from hill and dale, from one end of this broad land to the other, and was the watchword by which the revolutionary armies were gathered together, and the incentive through years of the struggles and success, "Give me liberty or give me death."

We want you to go to the State Library, and there see, hung on its walls, the portraits of some of her great men. There you will see a Washington, a Jefferson, a Marshall, a Henry, a Lee, a Jackson, and last, but not least, that Chevalier Bayard of the present century—J. E. B. Stuart—men, who, at the call of their mother state, laid down their commissions, forsook all ideas of preferment, and sealed their devotion with their lives, for the cause that they believed then, and history has since proved, that they were right.

If we are proud of old Richmond, we are still prouder of the Richmond of today, for the reason that her prosperity and advancement are the product of our industry, our energy and our intelligence. In 1865 the entire business section of this city was in ashes. Her young men, the bone and sinew of the land, stood on the fields of Appomattox, while her old men looked on appalled and stupefied at their losses, and the uncertain prospect for the future, but this apathy was only for a short time. Her sons returned, and with that same determination that had carried them through four years of suffering, endurance and defeat, determined for the second time to make their name

illustrious in the annals of peace, as they had challenged the admiration of the world in the annals of war.

Go to the Eastern Hills and stand at the foot of that monument erected to the private soldiers of the Confederacy, and let us point to you with pride our 987 factories, with 17,000 employes, $16,000,000 of capital, and an annual product of $31,500,000 worth of sales, and whose goods can be found in the marts of the entire world.

These are things, my friends, of which we have a right to be proud, because they have been achieved under great and mighty difficulties. In 1865 every banking institution in this state was swept from existence, our social fabric shaken to its foundation, and still today we stand in the commercial world second to none in enterprise, energy and commercial honor. Today Richmond has nine banking institutions, eight guided and controlled by Confederate soldiers, the majority of whom were privates. We have five millions of bankable capital and nine millions of deposits.

In 1860 Richmond had 46,000 inhabitants. In spite of the ravages of war, in 1870 she had 51,000 inhabitants, and today, 1897, sees her with more than 100,000, and we have a right to believe that in the next twenty years, or less, that she will boast of more than 200,000 inhabitants. We have been considered in the past strictly an agricultural people, but from the early history of this state some of her people looked to manufacturing as a means of promoting her prosperity.

From the towers of this magnificent building we can see the site of the first iron furnace built in America. It was erected in 1619, and produced pig iron that, when shipped to England, was considered the equal of the domestic article. This furnace was, however, destroyed by the Indians, and never rebuilt.

As you rode over the magnificent railroads of the country, sitting in the comfortable sleeping car, few of you imagined that to this luxury you were indebted to the brains of a Richmond mechanic, old Tom Doddymead, master mechanic of the Petersburg railroad, building the first sleeping car ever erected in America, in the year 1856. Her first trip from Richmond to Charleston carried the illustrious statesman, Daniel Webster. A few years ago, in a famous suit between the Pullmans and the Wagners, this fact came out, to the astonishment of the counsel on both sides, and, strange as it may seem, every essential principle of the construction that is in the famous Pullman car to-day, was found to have existed in the old car built in 1856 at the Petersburg shops, with the single exception of the folding bed.

It may also sound strange to you, my friends, to tell you that Richmond is the mother of the electric or trolley car; for the first line ever operated in America is the present one on Franklin and Clay streets.

But, gentlemen and ladies, I fear to go on and tell you further of the wonderful development of this city in the past thirty years, or the many inventions of her citizens, for fear you will forget that you are in Richmond, and imagine that you are in Chicago. (Laughter). We do not claim the earth. We only claim to have a beautiful, healthy and prosperous city, known as the "City of Seven Hills, Richmond on the James."

We bid you welcome with all our hearts, and we shall strive to the best of our endeavor that when you leave for your distant homes that the recollections of the twenty-third meeting of the N. W. D. A. shall be one of the pleasant memories of the past, and to feel that while we could not extend to you the grand receptions and balls that were extended in New York and Philadelphia, that

we shall have the consciousness of knowing that you have received our Southern hospitality, and that our hearts and our homes are open to our visitors, and if aught has been omitted, it has been because it was impossible for your hosts to do better. I bid you welcome, my friends, and trust that we shall have a pleasant and instructive meeting of the N. W. D. A. (Applause.)

The President—I desire to read a telegram which will recall one whose presence is missed here to-night. The message is as follows:

John B Purcell, President, Richmond, Va.:

Minneapolis, Oct. 11th, 1897.

To each and all, friendly and fraternal greetings, with best wishes for a pleasant and profitable meeting.

(Signed.) J. C. ELIEL.

(Applause.)

The President—The next business we propose to take up to-night will be the reception of delegates from other associations. The Virginia Pharmaceutical Association at its last meeting appointed the following delegates to attend our convention: Mr. Hugh Blair, Richmond; Charles G. Maphis, Charlottesville, and Dr. H. W. Cole, Danville. If any of these gentlemen are present, I will be glad if they will make it known. None being present, we will pass it by, and take up the next, which is the New Jersey Pharmaceutical Association. The delegates from that association are Gerhard Mennen, Newark; Charles F. Dore, Bridgeton, and Joseph Merritt, Woodbury. Are any of those gentlemen present? If not, we will pass on to the next, the Pennsylvania Pharmaceutical Association, the delegate from which is Mr. William L. Cliffe, of Philadelphia. I am glad to say that Mr. Cliffe is with us, and the association will be glad to hear from him.

Mr. Cliffe—Mr. President and Gentlemen: I thank you for the cordial acknowledgment and reception you have given me this evening, and I desire to state, on behalf of the Pennsylvania Pharmaceutical Association, which I have the honor of representing, that we fully realize the inter-dependence, so to speak, of the wholesaler and the retailer, and are always glad to send a representative to your conventions, and always pleased to receive one from you. In the event that you have any occasion in the future to send us any communications, or appoint delegates to our meetings, I assure you that the former will not be tabled, nor the latter treated discourteously. (Applause).

The President—I will call on Mr. F. A. Faxon to respond to the Pennsylvania Pharmaceutical Association.

Mr. Faxon—Mr. Chairman and Gentlemen: This is truly an unexpected pleasure. I was not aware that I was to be called upon to say anything this evening, and I am really not in good practice for talking, as we are not doing much talking this year—we are "sawing wood" and doing business. The prairie orators exhausted themselves during the last campaign. (Laughter.) All the same, it gives me a great deal of pleasure to be in Richmond, and listen to the most cordial welcome that was given by Major Randolph, and to visit in this historic city, which is surrounded by so many things of interest to us all. I am also glad to say a friendly word to the retail druggist, and to extend a kindly greeting to the hand that feeds us. We appreciate most thoroughly what was said by the delegate from Pennsylvania—that the wholesale and retail trades are inter-dependent—that is, if the one prospers, the other must, and, as the one proceeds in prosperity, so does the other; and it seems to me that our aim should constantly be to keep as near together and work as well

together as possible. The retail druggist in the last few years, like the wholesale druggist, has had more or less of the hard times floating about, but I believe there are better things ahead than in the recent past. I believe that the trend is upward, and we will all share in the prosperity that is coming. I will again say to these visiting delegates from the retail organizations, that they are all most welcome in any meeting of the wholesale druggists of the country. (Applause.)

The President—We have here the credentials from the Illinois Pharmaceutical Association. The delegates from that association are as follows: L. Hesseirath, Chicago; W. M. Sempill, Chicago; G. H. Sehrbeck, Moline, and G. P. Engelhard, Chicago. If any of these gentlemen are present we will be glad to have them make it known.

Mr. Engelhard—Mr. Chairman and Gentlemen: On behalf of my associates on the delegation from the Illinois Pharmaceutical Association, it affords me great pleasure to greet the members of the National Wholesale Druggists Association on this occasion. I desire only to present the greetings of our association, and not to enter into any discussion of the issues involved in the retail drug trade at present, in their relations to the wholesalers and manufacturers. We feel that whatever will conduce to the prosperity of the wholesale drug trade of the country must, of necessity, conduce to the prosperity of the retailer. We also feel that whatever will injure the retailer must also of necessity injure the jobber. I believe that it is the consensus of the judgment of the retailers of the country that here is represented a sentiment, conservative, strong, progressive and alert, which will take into consideration the fact that upon the prosperity of the retailer will depend also the prosperity of the jobber, and not only of the jobber, but also of the manufacturer. In the discussion,

therefore, of all questions which come before this body, every retailer has a direct, vital interest, and the proceedings of this convention will be read with as great an interest by the retail druggists from Maine to California, as are the proceedings of the retail druggists themselves. I feel confident, therefore, that whatever may be done on this occasion, will be done also with the direct view to the influence your actions will have upon the retailers. Before sitting down I desire to call attention to just two single phases of questions which must directly affect the three divisions represented in what is known as the drug trade. The cutting of prices by the retailer is driving that branch of the trade near to the point—if not of extinction—of demoralization. It is my belief, and I believe that of every retailer in the country, that relief from themselves is impossible. Relief must come, and it must come first through action by the National Wholesale Druggists Association; and, secondly, by the Proprietary Association. If the retail drug trade of this country is to be saved from further demoralization and further loss, their salvation must come from this organization and its brother, the Proprietary Association, also. I feel, therefore, that I am expressing the judgment of the retail druggists when I say, that they are looking to you now to devise some plan to afford them relief. They cannot help themselves—they appeal to you for help. Secondly, the retail druggists are at variance on the subject of free alcohol. They feel that whatever advantage is given to the large manufacturer should be given also to the small manufacturer; that the policy of this country is not to discriminate against the weak in favor of the strong; and therefore they will hail any legislation by congress that will afford relief to all, but they will oppose any legislation, with all their might, that would tend to afford relief to a few with resulting injury

to themselves. Therefore, when it comes to the proposition of free alcohol, I can say, as I believe I understand the sentiment not only of the druggists of Illinois, but also of the druggists of every other state, that, while they are divided as to the question of free alcohol, they are a unit on the single proposition that whatever advantage is given shall be given to the retailer equally as to the jobber. I feel, therefore, that whatever action the National Wholesale Druggists Association shall take will be with direct reference also to the interests of the retailer, as a small manufacturer. Again, gentlemen, I extend, on behalf of the Illinois Pharmaceutical Association and my associates on the delegation, its greeting to this association. (Applause.)

The President—I am sure we are all glad to have heard so interesting a talk from our friend, and I call on Mr. Fred Carter, of Boston, to reply.

Mr. Carter—Mr. Chairman: Rather unexpected as it is—and as is usual in these cases when called upon to respond to these addresses—all I can say is that it seems for many years we have tried and struggled to do something for ourselves, as well as the retail trade, yet we have not succeeded in doing as much for ourselves as we would like, and we don't think we have done as well for the retail trade as we should have liked; in fact, hardly anything; but that is through no lack of will on the part of these general assemblies, but on account of the seeming impossibility of doing anything. It may be that out of the joint brains of the two conventions something will come later that will help our friends, the retailers, and thus, as the gentlemen have assured us, it will be for our benefit as well as their own, but immediately I do not see anything of real benefit that can be done for the retail trade.

The President—The next credentials we have here are from the Michigan Pharmaceutical Association. The delegates from that association are J. J. Sourwine, Escanaba, and C. M. Anderson, Detroit. We shall be glad to hear from these gentlemen, if they are present.

Mr. Sourwine—Mr. Chairman: It affords me great pleasure to receive your cordial greeting, and on behalf of the Michigan Pharmaceutical Association, and my associate, Mr. Anderson, I desire to return thanks. I also desire to emphasize the remarks of the gentleman from Illinois, inasmuch as he says that what benefits the wholesaler must also benefit the retailer; and the great problem to-day in Michigan, with the trade of which I am well posted, is the cut rate problem. We have put our whole souls and hearts in this matter, and we have decided that something must be done. We have also corresponded with the pharmaceutical associations of other states, and find that they are in hearty accord with us. I believe that the hard times we have experienced in the last few years in the retail drug trade are directly traceable to the cut rate business. Nothing has had such a depressing effect on the trade of the honest retail druggist; it is his business, it is his life, and for that reason we have taken special notice of it, and we come before this association to try and see if we cannot get some word of encouragement—something more tangible than resolutions of sympathy. At some future time I hope to be able to hear, and take part in, some discussion that will result in definite action regarding this question. It is expected, not only by my state, but I believe by every state in which this cut rate business is carried on—and I believe that it is carried on in every state. Therefore, gentlemen, I will not take up any more of your time. I thank you again for your kind greeting. (Applause.)

The President—I am sure I can call on no one of our members whom you will all be delighted to hear more than the one whose voice I am sure will not be lifted on the floor of this convention unless I bring him out. I have the pleasure of introducing to you Mr. M. N. Kline, of Philadelphia. (Applause.)

Mr. Kline—Mr. Chairman: I am glad you have given me the opportunity of saying something, because it is well known that I am a silent member of the organization (laughter), particularly on this question of "what shall we do to be saved?" I won't anticipate what I propose to say in my report on this question. At this time I will only say, that if the representatives of the retail organizations will make it a point to be present in the room when my report is presented, while what I say on this question is very short, it seems to me that it is instructive. Further than that, Mr. Chairman, I am afraid I would be trespassing upon the indulgence which the stenographer usually gives me at these meetings, if I extended my remarks. We are glad to have the gentlemen from Michigan with us; we are glad to have all these gentlemen from the retail organizations with us; we are glad to see them, and we are glad to hear them, and we hope they will stay with us—if they are permitted to do so, as I suppose they will be—to participate in the discussions, and give, in some way, an account of the things that have been going on—while I was absent from the country. (Laughter.)

The President—Gentlemen: I have reserved to the last the credentials of the delegation from the American Pharmaceutical Association. Those accredited to us are: William S. Thompson, Washington, D. C.; T. Roberts Baker, Richmond, Va.; T. Ashby Miller, Richmond, Va.; John F. Patten, York, Pa.; and William McIntyre, Phila-

delphia, Pa. I see here with us Mr. T. Roberts Baker, of Richmond, and I have the pleasure of introducing him to the convention.

Mr. Baker—Mr. President and Gentlemen: I believe, as far as I can learn, that I am the only delegate on the list present. I sent to Mr. Thompson to know if he would be here, as he is chairman of the delegation from the American Pharmaceutical Association, and he replied that he was not certain; that he was waiting on his wife (for which I think he was excusable), and if she would not come he would not either. I have since gotten a letter from him saying that he would be here to-morrow evening, and requesting me to answer for him, if the delegation was called upon. I therefore take pleasure in doing so to the best of my ability. I feel it an honor to be a member of the American Pharmaceutical Association; I am one of its oldest members; I was its first vice-president; I take great pride in it, and I am sure that if the other members of our delegation were here, they would be rejoiced to meet with the members of the National Wholesale Druggists Association, inasmuch as we all belong to one family. It is estimated that 90 per cent of the members of the American Pharmaceutical Association are retail druggists, and I feel here very much like a man in going from one room of his house to another; we are all under the same roof; I feel at home; and I think I voice the sentiments of our delegation when I say so. I do not want to make a speech; I think that in the case of business men actions speak louder than words, and I am probably saying too much now, but I will say this much more, that I hope you will have a harmonious and profitable meeting, and I am delighted to have this association meet here among us in the City of Richmond, as I have no doubt are also the great majority of the citizens here.

Hoping you will have a pleasant time, and that you will carry away with you the most pleasant impressions of your visit, I have no more to say. (Applause.)

The President—I call upon one of our earliest ex-presidents, Daniel R. Noyes, to answer.

Mr. Noyes, St. Paul—Mr. Chairman and Gentlemen: It is no new experience for us to have a representation from the oldest, the largest, the most dignified, and the most progressive Pharmaceutical Association in the world —the American Pharmaceutical Association—whose delegate we have just heard. It is always a pleasure to us, because we believe that our friends, the American Pharmaceutical Association, are heartily with us. Before replying directly, which is somewhat difficult after the silvery eloquence of our friend from Missouri (he is very near to Nebraska, and I suppose gets his silvery eloquence from there); as to our friend from Illinois, it is a question whether we should not recognize him as a Walking Delegate—the pharmacists do the work, and he does the talking, and does it well. Our friends have just stated that we are all one. I think that is substantially so. The retail druggist likes a willing customer; so does the wholesale druggist; only more so. The retail druggist likes a paying customer; so does the wholesale druggist —only more so! The retail druggist likes a good profit; so does the wholesale druggist—only more so! The retail druggist is a gentleman and a scholar; so is the wholesale druggist—only—modesty forbids me to go farther. (Laughter.) It is, of course, impossible to say anything new of or to the American Pharmaceutical Association. We have praised them in years gone by, and we can do no more now. Our interests are the same—for the upbuilding of the best interests of the drug trade throughout the country; whatever it is which is done by them,

or us, for this end, does not matter, so long as it is done! I do not, however, believe that the salvation of the retail druggists of this country is coming through us; I believe that if they are going to be saved it will be through their own faith and works, and that their ability to succeed depends upon their unity and integrity of purpose. One more word, and that is that the American Pharmaceutical Association is divided into two sections; one attends to theory and the other to business; it is only the business section which is now astray, and should be interested in what Mr. Kline's report will contain. Theoretically they are right. (Laughter.)

The President—Gentlemen: We have with us our friends of the Proprietary Association. They were kind enough, or cruel enough, to call upon me to respond to them on behalf of this association today, and as I see before us their honored president, I feel that I may inflict upon him what was imposed upon me. I therefore call upon Mr. Thomas Doliber to respond to our kindly greeting.

Mr. Doliber—Mr. President: Without any disparagement of our friends in the West, I want to say first of all, that I know I am not in Chicago. (Laughter). I am in Richmond—only more so. I should be very happy to pay you back, if I were capable of such a thing, but you know I am not. The Proprietary Association appointed delegates to represent them, and to convey the greetings of that association to this association. It is evident that through some accident the credentials have not reached you. As the highest compliment we could pay to our older and sister association, we appointed the ex-presidents of our association as delegates to this association. Dr. R. V. Pierce, of Buffalo, is the chairman of that delegation, and I am sure you will ask him, and I know he

will be ready, to respond for the Proprietary Association much better than I could—only more so. (Laughter.)

The President—The gentleman has diagnosed the case correctly. The chair had not received the credentials spoken of, but we find in Dr. Pierce a "favorite prescription" that we are always ready to take. (Laughter.)

Dr. Pierce—Mr. President and Gentlemen: I presume it is hardly necessary that I should assure you that the cordial greeting you have extended to the Proprietary Association is most highly appreciated. Our association seems to have caught the inspiration incident to the general revival of business prosperity throughout this country, and, as a consequence, we have had an unusual number of applications for membership, to-day, numbering, I believe, something like fifty; and yet, sir, we do not wish to speak too boastfully of the general prosperity of the proprietors, lest our friend Cobb may think this a favorable opportunity to renew that famous petition of his for an extra 5 per cent off (laughter); and I can assure you that if there is any one thing that more than another has a tendency to give the proprietor the nightmare, disturb his peace, and give him a fit of indigestion, it is a pressing invitation for an extra five off (laughter); and yet, gentlemen, we flatter ourselves that in the aggregate we, as proprietors, are a pretty healthy looking lot of men; and, therefore, it may be naturally inferred from what I have already said that we have been enjoying a season of comparative immunity from that kind of pressing invitation I have just alluded to. But there is a member of our association—and he is a pretty healthy specimen of the proprietor, and one who, I think, you will agree with me never loses a favorable opportunity to get in a good stroke of advertising—at every favorable opportunity—who desires that I shall especially inform you that the phenom-

enal good health that the proprietors have been enjoying, is due entirely to the fact that we believe in and take our own medicines. Speaking of this matter of good health, there is one of our members who is so enthusiastic on this subject that you may have noticed he always subscribes his letters in that delicate, womanly hand of his, "Yours for health." (Laughter). Being a woman, of course her ailing sisters can always pour into his ears every detail of their sufferings. Being a woman, of course he can understand their difficulties. Being a woman he knows how it is herself. (Laughter.) Speaking on this matter of health, there are those who believe that the proprietary medicine men should not enjoy the common rights of others who are privileged to be afflicted with the various ills incident to human flesh; and so when any one of our fraternity becomes ill the wag is apt to observe that the strain upon his nervous system is evidently too great with endeavoring to cure dollar ills with medicines cut down to 65 cents a bottle. (Laughter.) In regard to this propensity of the proprietors to get in a good stroke of advertising whenever the opportunity presents, I am reminded of the good old man who in my boyhood days used to go about the country introducing a preparation which has since become world-famous. He was not only a good, but a very pious gentleman, and he used to avail himself of every opportunity to attend the Wednesday evening prayer meeting, and when a good deacon would invite him to lead in prayer he used to offer up his supplication something like this: "Oh, Lord, I am only a poor, miserable, sinful agent for Perry Davis' Painkiller." (Laughter.) We have had a good deal to contend with in this country in regard to this matter of cut prices, of which you have heard something to-night. During the early part of last summer our Canadian

friends, who have also become afflicted somewhat with this cut rate evil, made up their minds that they would get together and organize an association—or two associations, one of the wholesale druggists and the other of the proprietors—and I had a very earnest and cordial invitation to visit Toronto and participate in the organization of this Canadian Proprietors' Association. I went over, and they had their plan formulated somewhat similar to one of those which we have tried to some extent on this side of the line, and a prominent feature of their plan was the matter of marking the goods by emblems, or otherwise, for identification. They laid a great deal of stress on this, and one gentleman, a pharmacist from Guelph, was very earnest in advocating the advantages which would come from marking all proprietary goods so that they might be identified and traced; and to impress his argument upon us he went on to relate how he was agent for the Columbia bicycle in the city of Guelph; that it was the practice of the Pope Manufacturing Company to number all its machines, so that they might trace them. He said that some little time before a gentleman had come into his store and wanted to buy a Columbia bicycle—a lady's wheel. He sold the machine to him, and he said that the gentleman went and presented it to his lady love down in the city of Toronto. Very soon this young lady appeared at a riding school, which was under the auspices of the Pope Manufacturing Company's agency in Toronto, and made application to take lessons in riding this wheel. The agent looked at the wheel and said: "Oh, I see you have got a new wheel. Where did you get it?" The young lady replied, "I obtained that up in Guelph." He said, "Why did you not come here for it?" She replied, "I could do better up in Guelph." So thereupon the Toronto agent at once wrote to the Pope Manufactur-

ing Company that it was very evident to him that their Guelph agent had been cutting the price on these wheels. The price was well known to be $110 in Canada for a Columbia wheel. Thereupon the Pope Manufacturing Company wrote our friend, the Guelph pharmacist, that complaint had been made to them that he had been cutting the price on wheels, contrary to his contract with them, and that it had been reported that he sold wheel number so and so at less than the regular price. The pharmacist said that he answered the Pope Manufacturing Company that he had sold the wheel in question to a gentleman in another city, and had obtained the full price, $110, for the wheel; that he had understood the wheel had gone to a lady down in Toronto, but said as to the price the gentleman had obtained for the wheel he was not informed, and it would be rather indelicate for him to ask the gentleman what he had obtained for it, or in what kind of currency the debt was liquidated, or whether it was worth par, or was at a premium. So much for the matter of marking goods for identification. (Laughter.) Mr. President, I sincerely trust that this meeting will result in great benefit to all our mutual interests. Many of us have come a long way, and have been put to considerable sacrifice to be present on this occasion. I am sure that those of us who have listened to the eloquent words of welcome feel already that we have been largely repaid for any effort we have put forth in coming. What further joys may be in store for us, when the many eloquent gentlemen I see before us shall open up their grip sacks and deliver the many speeches they have ready for us, it is not for me to say; but seeing some of these gentlemen looking a little anxious to get an opportunity to deliver these speeches to which I have referred, I will not detain you any longer. (Applause.)

The President—I trust I am not overwhelming the gentleman—because he is noted for his extreme modesty—if I call on Mr. Peter to reply on behalf of the association.

Mr. Peter—Mr. President: As I am a member of both associations, I will say for them both that we are glad we are together. I am not one of those with a bag full of speeches or a lung full of wind. I came to learn and not to teach; but in all sincerity I am glad we are together; and I would move that the delegations whose credentials have been presented here to-night be offered seats on our floor. (Applause.)

The President—I believe that is customary, without resolution. All delegates who are accredited to our association are cordially invited to participate in the discussions at our meetings. I will, therefore, be glad if any of the gentlemen present, accredited as delegates, will join in the discussion on any subject that they feel an interest in. There is now no other business before us, unless it would be to have the acting chairman of the Committee on Membership report any names that he has, in order that those gentlemen, if present, may be elected to membership at the earliest possible moment—the by-laws requiring that they shall be posted for twenty-four hours. I will therefore call on Mr. Pettet, who is acting chairman of that committee.

Mr. Pettet, stating that his committee would not be ready to report before to-morrow morning's session, the president announced that an order to adjourn would be in order. A motion being made to that effect the convention then adjourned until 10 o'clock to-morrow (Tuesday) morning, Oct. 12, 1897.

SECOND SESSION.

Tuesday, Oct. 12, 1897.

President Purcell called the meeting to order at 10:30 o'clock Tuesday morning.

The President—The first business of the convention this morning is to complete the list of accredited delegates to the association. I have the pleasure of introducing to you now as the delegate from the Virginia Pharmaceutical Association, Dr. H. W. Cole, of Danville, Va.

Mr. Cole—Mr. President: I have been commissioned by the Virginia Pharmaceutical Association to convey their greetings to the National Wholesale Druggists' Association.

The President—I am sure the association is glad to hear from our Virginia pharmacists, and I will call upon Mr. Frisbie, of Hartford, to respond.

Mr. Frisbie—Mr. President and Gentlemen: I am in an unfortunate position. Unless I have some subject worked up previously by other speakers which gives me a groundwork upon which to tack something that I might say, I am really at a loss. This is my first visit to Virginia. As Mr. Powers said last year when he invited us to hold our meeting here, a great many wanted to come here a little over thirty years ago, but could not get here. I was too young at that time, and could not come, and I have been too busy to avail myself of the opportunity to come in between times. The hospitality received by us at the hands of the Virginia people is most pleasant, and I shall carry back with me grateful recollections of our visit. I hope our friends of the retail

associations will gather information which will be valuable, and that we shall all enjoy this occasion to its greatest extent.

The President—The next association which has sent a delegate is the Georgia Pharmaceutical Association, represented by one of our ex-presidents, Mr. Isaiah A. Solomons, of Savannah, also a member of our association.

Mr. Solomons—Mr. President and Gentlemen: I am very glad of this opportunity to extend a cordial greeting from the Georgia Pharmaceutical Association to your association. We are almost contemporary with your association, having been organized in 1875, and we have been in constant touch with you, relying on you to a great extent to correct the evils which are universally complained of by the retail druggists. To show you how much they are in touch with us, for the past two years the presidents of the association have been from among the members of this association, one of which I have had the honor to be. Our association has rarely of late years touched upon business matters at all. Our aim has been to elevate the moral standard of the pharmacists, and I am happy to say that to a great extent we have been successful. Through our efforts the Georgia Board of Pharmacy was organized, and I am proud to say that the standard of the Georgia pharmacists is as high now as any other state in the Union. Further than this, we have had stringent laws enacted prohibiting the sale of adulterated drugs; and, better than this, we have had the Legislature appropriate an amount to enforce these rigid laws. There is one matter I would like to touch on. It is said that a prophet is never without honor save in his own country, and we may have been derelict in our duty in not recognizing the valued services

of one of our state pharmacists as the American Pharmaceutical Association has done. What their reason was we do not know; but the gentleman referred to, as you all know, has done more to demoralize the business interests of the state than any other man, and their reason for elevating him I do not know. That is probably a matter to be explained at some future time. I am glad to be with you, gentlemen, and trust that this meeting will be fraught with much benefit to all. (Applause.)

The President—I will call upon Mr. Daniel Myers to respond to the remarks of Mr. Solomons.

Mr. Myers—Mr. President and Gentlemen: It always gives me pleasure to say a word of encouragement and greeting to the retailers of this country. Whether they contribute directly to my financial welfare in the sale of goods from my house does not matter. As a matter of principle, I have always stood ready to go forth to help the retailers organize an association for the express purpose of elevating their business; but my efforts have been directed particularly to encourage them in all efforts to increase their profits. I happen to be one of the pioneers who organized the Western Wholesale Druggists Association, before we had a national association, and which finally merged into the National Association. We were too modest to ask the East to join us at that time, but the East witnessed our splendid work in the West, and at our last meeting of the Western Association, held in Cleveland, the East came in grand delegations from Philadelphia, Boston and New York and rapped at our door and asked us to spread our wings over the rest of the country and to change the name of the organization to the National Wholesale Druggists Association. To all that we acceded, and enlarged our wings for the protection

of the retail trade throughout the whole United States. We are sincere in saying that we have striven earnestly to advance the prosperity and welfare of the retail drug trade in this country, and because we have not succeeded in accomplishing all that you wish, and all that we have striven earnestly to accomplish, is no evidence whatever of the large amount of labor we have done and the great amount of care and anxiety that we have cheerfully put into our work. To the retail druggists I wish to say just this in closing: That our loyalty to you cannot be questioned, if what we have done in the past is any evidence (and it is fair to judge us by the work that we have already done) as to what our policy will be in the future. Your prosperity is our prosperity; we must go hand in hand. If your business is afflicted with cut prices, with calamities or with any other drawback, the wave of depression will surely strike us. It cannot be otherwise. That would be a selfish view to take, however. We take a view more unselfish than that. We rejoice in your prosperity, and are ready to put our shoulder to the wheel and do anything and all things that are reasonable and good for the interest of the retail trade. I thank you, gentlemen. (Applause.)

The President—Calling of the roll is next in order.

Mr. Main—I move that the calling of the roll be dispensed with.

Mr. Kline—While it is in order to dispense with the calling of the roll, I think that with the motion ought to go on record on the minutes as to how we arrive at a registration of the members present. It might be well to put on the records the fact that we dispense with the calling of the roll, and that the register of the secretary will be accepted as official.

The President—I believe that would stand as a matter of course.

Mr. Main's motion was put and carried.

The President—The reading of the minutes of the last meeting is next in order.

Mr. Myers—I move that the reading of the minutes be dispensed with.

Mr. Kline—I have felt for a good many years that this is a very loose way of doing business. I have felt that we ought to have a reading of the synopsis of the proceedings of the previous session, even if not a detailed reading of the minutes. I am aware that Mr. Merriam, with the numerous duties which fall to his lot, will probably be unable to prepare such synopses, but I think with the force of secretaries which we have at our command that could be provided for; and I would move you, therefore, that for subsequent sessions a synopsis of the proceedings be prepared, and that Mr. Toms act as assistant secretary, and take notes of the proceedings so as to present them at the opening of the next session. A good many members may be absent this morning, and come in this afternoon, and they can have no idea of what we have done, unless they inquire among the members. An organization such as this, having at its command two secretaries, ought to have at every session a synopsis of the proceedings of the previous session, and I would add to the motion to dispense with the reading of the minutes the motion I had made.

The President—The next business in order is the address to the president; and if I may be permitted to trespass upon your good nature as well as your time, I will now proceed to read the address which I have prepared for the meeting.

The President then read the following address:

PRESIDENT PURCELL'S ADDRESS.

Gentlemen of the National Wholesale Druggists Association: It is not often the dual pleasure of your presiding officer to extend his annual greeting to you in his own home, so that I feel that you have doubly honored my native city on this occasion. I cordially return you my thanks and welcome you to the hospitality of our Virginia homes.

The large and representative attendance at this meeting speaks in unmistakable tones, the fealty of our members, the interest they feel in our work, and the undaunted determination to continue in it, despite the attempts of desperate men to intimidate us under the guise of legal attacks.

We meet here today conscious of the rectitude of our positions and our efforts and confidently await the judicial decision of our cause. In the meantime we wish it understood that we are not to be terrified by the Chinese warfare now being waged by our assailants. Let us urge upon those who have not yet joined us to ally themselves with us, and no longer participate in the benefits derived from our work, without contributing to its cost, and adding the influence of their names and presence to our meetings. Let us strive to bring every one interested into the fold of a common brotherhood, for the general good.

We have no enemies to punish or friends to reward. All we ask and demand is that our members shall be honest and shall live according to their contracts. We have no quarrel with any one, but we do denounce and refuse affiliation with those whose pledged word is a worthless thing, and whose written bond is a waste of paper. And yet it is such as those who charge us in the courts of our country with being oppressive trusts, conspirators, etc. Let them first cleanse themselves and not come redhanded from the violation of their own contracts to charge us with violating law.

The year which has passed since our last meeting has been uneventful, except for the continued and unexampled prostration of business in every line, and the drug trade has been no exception to this rule. That the existing conditions may be nearing their end is now confidently hoped, but it behooves us to prepare for a continued struggle, for until the causes which have destroyed the confidence of investors are removed we cannot expect a return of that prosperity which is the outcome of confidence.

Blessed with an abundant harvest of all crops, from which our nation's wealth is derived, we should be able to confidently look forward to a prosperous future, notwithstanding the clouds of doubt and uncertainty which hang over our financial and banking systems. It is to be hoped that the regular session of Congress to be held in December will afford us the much-desired relief by some action looking to the readjustment of our currency.

While we miss many well-remembered faces that were wont to gather at our annual meetings, let us give thanks to the Universal Ruler that so many of us are permitted to meet again in this pleasant intercourse, and let us not forget to return our thanks to Him for the unexampled harvest with which He has blessed our agriculturists.

And now, gentlemen, permit me to call your attention to the work of your various committees. I requested the chairman of each committee to forward to me a copy of their reports thirty days before this meeting, that I might direct your attention to the same and their recommendations at as early a stage of your proceedings as possible. In this way I hope, by preparing you for it, to elicit a full discussion of every topic submitted.

Your committees have faithfully and industriously discharged their several duties. I desire here to ackowledge my thanks to them for their courtesy and assistance to me in my work.

COMMITTEE ON PROPRIETARY GOODS.

I will not attempt to rehearse the report of this committee, because the report will speak for itself, and fully explain all the phases of the situation in which the committee has labored. As usual, the thanks of the association are due to this most important committee and its "matchless" chairman. The amount of labor and thought which he has now for ten years given to this branch of our association work merits the cordial and generous thanks of us all. In addition to the obligations under which he has placed us by his untiring devotion to our interests, he has been singled out by the enemies of our association for personal attack, that they may attempt to terrify us by a series of individual suits. Firmly and complacently has Mr. Kline met this attack, conscious of the rectitude of his course and a firm reliance on the support of the association. I have given him official assurance that he will be backed by all the influence, power and means of this association in defending himself and the association from these vir-

ulent attacks of men engaged in as great a conspiracy to break up and injure the business of the members of this association as ever was concocted under the guise of injured virtue. I do not believe but that when the voluminous slanders issued against this association and its members by the hired attorneys of men who fail to keep their contracts are stripped of its verbiage that any upright American court or jury will fail to see that these harpies are only desirous of fattening themselves at the expense of those time-honored and honorable houses, whose word has always been as good as their contracts and whose contracts have never been violated. I therefore recommend that this association, in generous appreciation of the work done by Mr. Kline and his committee, do declare in most solemn resolution that they will not yield one "jot or tittle" to this most iniquitous attack on our rights and character, but will contest every inch, in every available court, no matter what the cost. I appeal to our generous associate members of every class, that they will show a loyalty to the association which we have a right to expect of them, by sharing in our efforts for material assistance in making this fight strong and conclusive. It is no longer an attack on the rebate plan, but on the vitality and character of our association. Let us make the cause of Mr. Kline the cause of all, and to its defense we should "pledge our lives, our fortunes and our sacred honor."

In July last Mr. Kline, desiring to take a much-needed rest, sailed for Europe, to be absent about two months. I designated Mr. George A. Kelly as acting chairman, and he has discharged the duties devolved upon him with that energy and promptness which always characterizes his conduct of business committed to him. The Grand Jury at Nashville, Tenn., has presented true bills against the individuals composing the firms of Berry, Demoville & Co. and Spurlock, Neal & Co., the basis of which are the stale pretense of conspiracy, restraint of trade, etc. Similar suits have been brought against some of our members in New York. To these points I wish to direct your attention in the report of the committee.

COMMITTEE ON LEGISLATION.

This committee presents for your consideration an elaborate report dealing with the questions of "free alcohol," the rebate of tax on alcohol under the Wilson bill, the bankrupt bill and a Department of Commerce. They recommend the passage of a resolution

reaffirming our advocacy of the Torrey bill as amended. Also, a resolution favoring the creation of a Department of Commerce and Manufactures of the National Government. This committee further suggests the appointment of a committee to take special charge of all resolutions passed by the association, to provide for them suitable preambles, and promptly place them before the bodies they may be intended for, and to secure further action toward the accomplishment of their purposes. I consider this an important step in the direction of progress, and the expedition of our work, and I trust it will meet with your concurrence.

THE COMMITTEE ON LOCAL ASSOCIATIONS

offer a report which, though brief, contains much food for thought, and I beg your careful attention to the same, especially to the enumeration of such matters as have made the existing local associations of such great value to their members. I strongly urge the formation of such associations.

COMMITTEE ON CREDITS AND COLLECTIONS.

This committee have gathered a very large amount of information from members, and their report will present a consensus of opinion of many matters which will be of great interest to you. I fear, however, that the work of this committee cannot be made specifically beneficial, because of the varying conditions under which business is done in different localities.

COMMITTEE ON ADULTERATIONS.

The report of this committee merits your attention, and should always be considered a most important one, as it deals with exposure of any sophistication or adulteration. I suggest that the report of this committee be printed, and a sufficient number of copies be sent to each member for distribution among their retail customers, thus assisting in exposing frauds of adulteration.

COMMITTEE ON COMMERCIAL TRAVELERS

have for your consideration a very lengthy and most interesting report, which not only conveys much information, but will be certain to suggest to you a line of thought which must be very valuable. They refrain from making any suggestions, and return to the idea which I have expressed heretofore, that the problem of details on the subject of commercial travelers can best be solved by local associations.

COMMITTEE ON DRUG MARKET

offers a voluminous and exceedingly interesting report, which I especially commend to the association, as it contains a brief resume of the course of each article of any prominence in our business, and will serve as a valuable help to us in studying the future course of the market in relation to the price of all drugs. The association must feel deeply indebted to Mr. Geo. L. Muth, the invaluable chairman of this committee, for the assiduous attention and great labor he has bestowed on this report.

THE REPORT OF THE COMMITTEE ON TRANSPORTATION

will bring to your notice the work they have accomplished, and are still engaged in. They call attention to a bill now before congress to enable the interstate commerce commission to promulgate a national and uniform classification, which would do much to simplify this very complex question. Also, a bill permitting this commission to make maximum rates for all interstate commerce.

RESULTS OF OUR ASSOCIATION WORK.

Nearly a quarter of a century has passed since the first organization of your association, and many of its organizers and promoters have "passed over the river and rest under the shade of the trees." Its great work lives not only in story, but in the accomplishment of great deeds for the advancement of our methods. It was born amid a chaos of business affairs and nurtured by the wisdom and self-sacrifice of its members during a long period of ever changing conditions of commercial affairs. It has been a potent factor in accommodating ourselves to these changes, and has enabled us to meet the varying conditions wrought in our business affairs. We have met these conditions as they arose, and, by concerted action and a steadfast adherence to high principles, we have overcome difficulties and sustained each other in preserving commerce on a lofty plane of honorable competition. It has promoted a pleasant social intercourse, which has begotten confidence and esteem and allayed all feelings of sordid avarice. It has smothered those vices of greed which sought to deprive others of a fair return for their labor and capital, without increasing its own profits, and has distributed trade into its natural and geographical channels,

rather than by artificial means to possess ourselves of trade, which, without remuneration to ourselves, would deprive others of it, offering nothing in compensation to either buyer or seller. It has sought to, and, in a great measure has, dispelled evil practices, which would at times rear themselves to our disadvantage, both morally and pecuniarily, and has inculcated fair and honorable methods by which profit has been possible and intercourse with our customers made mutually satisfactory and agreeable. With the accomplishment of this much we have deep cause for congratulation, but much remains yet to be done. By a faithful and loyal adherence to the principles set forth in our constitution, our organization will justly accomplish much more for our material welfare in the future.

RECOMMENDATIONS.

Under this head I cannot too earnestly urge upon our members the importance of giving their active co-operation in the work of the association, and I beg to say that it is not necessary that you should wait to be called on. If the members would address the president or the chairmen of committees, on such subjects as from time to time might arise, and in which they feel an interest, it would give to the president some idea of their line of thought, and enable him to place them on committees which would be most congenial to them. As it is, the president is obliged to distribute the members among the committees more with a view to geographical location than special fitness. It would also be more instructive to us all, and doubtless more pleasant to our more modest friends, whom, I am sure, could afford us much valuable information, if they would speak out in meeting, and remember that it is not necessary to be an ex-president of the association to permit you to express your views. I desire to suggest the propriety of curtailing the list of associate members, by transfer to the active list. The burden and expense of the association should bear more equally on all. A great part of the expense of the association is for the common good of all, and while the greater portion has at times been used by the Proprietary Committee, that is merely temporary, and we may be called upon at any time for expenditures in other directions, such as for legislation, etc. Already the Legislation Committee has had to expend considerable sums in looking after tariff, free alcohol, etc., matters in which a large number of our associate members are as much interested as any of the active members. We have annually with us, representing their several houses,

and some of them may be members of the association, a class of gentlemen whose co-operation we should enlist in our work. I refer to the traveling salesmen of the large manufacturing and importing firms. These are men of more than average natural intelligence, greatly broadened by continuous travel, and contact with a various clientage; they are shrewd and observant, and quick to detect anything they may see, or hear, to our advantage or disadvantage. They meet every member of the association one or more times during the year, and hear complaints and criticisms, which never reach our officials. They gather points of information, and obtain a consensus of opinion which cannot so well be had in any other way. If these gentlemen will consent to serve the association by communicating to the president, or the several chairmen of committees, such items and information as may come to their knowledge, I feel certain that they will confer on us a lasting obligation and earn for themselves the appellation of the "cavalry of the N. W. D. A.," for they will in truth become our "eyes and ears." I suggest the propriety of considering whether we should not create a committee of these gentlemen for the purposes stated.

DISCOUNT ON PROPRIETARY GOODS.

I ask the attention of the association to the question of increased discount on proprietary goods. We find no greater satisfaction in the sale of 10 per cent. goods than we do in the sale of those which allow us 10 and 5 per cent. for cash, and I trust that some steps may be taken to induce all manufacturers to accede to this schedule of discounts where they are now allowing less. I forbear to argue this question, as it was so clearly and ably set forth in the annual report of my predecessor.

COMMITTEES.

A standing committee should be created which should take into consideration all matters tending to the advancement and good of the association. It should originate and recommend to the association such action as would increase its efficiency and promote its work. It should arbitrate and settle differences which may arise from unbusiness-like transactions by any member of the association. A revision of the list and scope of the committees will, I think, reveal an entire absence of usefulness of some, from which I think they might be curtailed, by abolishing some and consolidating others.

FINANCES.

The year of my administration has been, perhaps, the most trying in the history of the association, marked by an uneasiness in our business affairs, together with small profits. We have been assailed in the courts and in the press, yet I am pleased to say we are on a firm foundation. Our treasury is in as satisfactory condition as ever before in our history. We have an increased membership, and have had no resignations.

Our treasurer reports a condition of our finances which must be deeply gratifying. After paying all bills we have a balance of about $850 in the treasury, and this without having recourse to the extra assessment. The attention and courtesy of this efficient officer deserves the thanks of the association, and I cordially acknowledge my individual obligations to him.

Our secretary reports that the association has lost by death nineteen members, but this does not decrease our membership, which is made up of firms, who continue. Several firms have retired from business, but the number is less than our gain of new members, so that our record of increased members at each annual meeting is yet unbroken. Of us it may be truly said that "few die, and none resign." I must here take occasion to return my thanks to our efficient secretary, to whom I am so greatly indebted, not only for his uniform courtesy and kindness, which has rendered my duties most pleasant, but for that exceeding familiarity with details of the association work from its inception to the present time, whereby he has made my office less onerous than it must have necessarily been without his timely aid.

COMMUNICATIONS

have been received and filed with the secretary from Mr. Joseph Leeming, secretary of the Proprietary Association, conveying to us a series of resolutions, which will be reported by the secretary. I fully concur in their sentiment, and hope it will be your pleasure to take such action as will morally obligate our members to render such assistance to those manufacturers only who are true to the spirit as well as the letter of their own contracts. Also a communication from the Louisville Board of Trade in reference to the establishment of a Department of Commerce of the National Government. I cordially commend the idea to you, and trust that suitable resolutions will be adopted urging this advancement of commerce by giv-

ing to it that dignity which its importance deserves. Also from Hon. C. N. Fowler, of New Jersey, copy of bill to establish a permanent non-partisan Tariff Commission. I have no hesitation in urging your indorsement of so praiseworthy a measure as this, the effect of which will be to lift the tariff question out of the purlieus of politics and treat it henceforth as a purely business question. Similar communications have been received from the Business League of Chicago. Also one from the Trades Leagues of Philadelphia, suggesting an amendment to the Constitution of the United States, making the term of the president six years, and ineligibility to re-election.

GROWING EVILS.

I desire to direct your attention to the growing evil practiced by some manufacturers of selling to the retail trade. While this practice, in my opinion, is seriously detrimental to the business of the jobber, I fail to see wherein it benefits the manufacturer, as he takes the business from the jobber and makes no greater profit himself. The large retail dealer often uses the lower price thus obtained to enable him to cut prices. This militates against the small retailer and forces them to combine with others and order quantities through one of their number. If we continue to permit this we shall eventually lose our entire business. Are you prepared to do this? The issue is before you in a living shape, and we might as well recognize it. If we will assert ourselves in this matter it will be speedily remedied, or, as Mr. Redsecker warned you in Philadelphia, "somebody is going to get hurt." While I am reminding you of evils, permit me to call your attention to the practice of some chemical manufacturers who advertise patented chemicals and allow us 10 per cent. profit, unless we buy a large quantity, out of all proportion to the demand, when they will graciously allow another 5 per cent. This is entirely wrong. Either the jobber is worthy of his profit over the expense of doing his business or he is useless. Let the jobber determine this and not the beneficiary whose products he handles. I warn you that if this evil continues to grow, you profits will soon become a vanishing point.

REBATE PLAN.

We should guard with a jealous interest the rebate plan. It has served us faithfully, and we should be careful to permit nothing to be done that will in any way jeopardize or weaken it. I regret to say that some innovations have crept in, which have spread from

one market to another, and which should be stopped. While in themselves small and unimportant, they will eventually undermine the whole plan, as the crevasse in the levee.

Among the deaths reported by the Committee on Memorials of deceased members I cannot refrain from the mention of one who in life gave his time and talent to this association, and who was always a constant attendant upon its meetings. Honored by the association with the highest office within its gift, who among us but will ever remember the kind and genial face and upright, noble character of Mr. E. Waldo Cutler, of Boston?

And now, gentlemen, in conclusion, let me recur to your having met in this city, for I cannot refrain from again expressing to you the pleasure which I and my fellow citizens feel in the honor you have laid upon us in holding your sessions here. It was appropriate that for once you should meet in the capital city of the Old Dominion, that you might drink inspiration of patriotism at the fountain which has welled with American liberty for more than 300 years, the music of whose rippling waters has ever beat in unison with the struggles of our people for local self-government and civil and religious liberty. Yon broad roadstead, upon whose placid waters the commercial marine of the world may seek quiet anchorage from the storms without, was typical of the peace and calm found there by the cavaliers who sought its protecting shores in the year 1649, from the fierce persecution of the stern Cromwellians. And yonder blue mountains represent in their stern grandeur the fiery spirit of the early Virginians, who drove the savage before them, that they might clear the way for American civilization. From the dawn of that beautiful day in August, 1714, when Gov. Spottswood and his "Knights of the Golden Horseshoe" blew their merry horns, and, unfurling their banners to the mountain breezes, took possession of all that country west on the Blue Ridge, in the name of King George and Virginia, down to the days of our Revolution, when the sterling patriotism of the settlers in those valleys so impressed itself on our Washington that, amidst the depressions and trials at Valley Forge, he declared that "when all else failed he would betake himself to the mountains of West Augusta, and there rally his army to victory." Nor had these fires of patriotism waned nor were these people less devoted to the principles of human liberty, nor the constitutional rights of our own republic when these same mountain passes were made historic by the followers of Lee and Jackson. You stand upon soil hallowed by the tread of the

brightest of American statesmen. Here was born him whose strong hand guided the destinies of our infant nation in war and peace, immortal Washington, whose image in bronze surmounts the beautiful monument in our capitol grounds, surrounded by Mason, a Virginian farmer, the author of our Bill of Rights, the most consummate epitome of human rights ever announced to the world: by Patrick Henry, whose fervid eloquence in yonder church kindled the fires of the Revolution; by John Marshall, the great expounder of our laws and Constitution, who lived near by, the house still standing and occupied by his descendants; by Thomas Nelson, who at Yorktown directed his guns upon his own house, behind which the enemy had taken refuge, afterward governor of Virginia. You stand amid what was once embattled walls, before which the greatest armies of the world contended. Every foot of ground is hallowed by a hero's blood or marked by a hero's grave. Thirty-two years have obliterated the devastation of the "iron hoof of war," as it has all sectional feeling and repining, but in a renewed and strengthened Union we are not unmindful of the memories of our past, which are a common heritage of our American people. But I am reminded by a distinguished statesman, who visited us during the last political campaign that, like potatoes, the best of Virginians were under ground. However that may be, "We are not proud of our ancestors in an entirely personal way, but we value them as a common heritage, appropriating to our lineage all the heroes, bards and patriots of our fatherland. As free American citizens we claim as ancestors all the glorious men that have adorned the annals of our history. We revere their tombs and guard their memories, as whenever they who speak trumpet tongued to grand democracies, would rouse some quailing generation to heroic deeds or sacrifices, they appeal in the name of worthy ancestors and call upon the living to be worthy of the dead."

The reading of the address was interrupted by applause at various points, and at its conclusion there was great applause.

The President—The next business in order is the election of members.

Mr. Kline—I think there are a number of recommendations in the address of the president which should receive attention, and I was hoping that some gentleman

would move that the admirable address be referred to a committee to consider the recommendations made therein. I think that is customary, and with the distinct understanding that I shall not be called upon to serve on such committee, I shall move that the address of the president be referred to a special committee of five members, to report upon the recommendations therein. Carried.

The President—The next business in order will be the report of the Committee on Membership.

Mr. Pettet—Gentlemen: In the absence of the chairman of the Committee on Membership, I want to present the following names as applicants for election as active and associate members.

Mr. Pettet then presented the following report:

REPORT OF THE COMMITTEE ON MEMBERSHIP.

To the National Wholesale Druggists Association:

Gentlemen—The Committee on Membership respectfully reports that it has received the following applications for membership:

Active Members—Des Moines Drug Company, Des Moines, Iowa; Bodeker Bros., Richmond, Va.; E. J. Lavino, Philadelphia; Murray Drug Company, Columbia, S. C.; Elk Drug Company, Binghamton, N. Y.; the Centaur Company, New York.

Associate Members—I. Springer & Co., New York; R. H. Kline Company (limited), Philadelphia; Paris Medicine Company, St. Louis, Mo.; T. A. Slocum Company, New York City.

Complimentary Members—Lillard & Co., publishers, of New York.

Respectfully submitted,

D. D. PHILIPS, Chairman.
CHARLES H. PETTET,
F. A. HENRY,
JAMES H. RHODES,
H. BEHRENS,
H. J. LAMAR,
JOHN W. PHILLIPS.

The President—You have heard the names offered by the Committee on Membership. Under the Constitution, we are required to post these names for twenty-four hours, so that the matter of electing these gentlemen will come up to-morrow morning at the first session. If any objection is to be made to any of these applicants by any member of this association it must be made to the chairman of the Committee on Membership. I desire to say to the gentlemen who are present, whose names have been offered for membership, that we desire them to participate in the business of the meeting and make themselves at home as one of us. The next business is the report of the secretary.

The secretary read the following report:

SECRETARY'S REPORT.

Mr. President and Gentlemen:

The constitution adopted at the organization of this body in 1876 briefly defines the duty of the secretary in the following words: "It shall be the duty of the secretary to keep a record of all meetings and preserve the correspondence of the association." While it has always been the custom of the president at each annual meeting of the association to present to the convention at considerable length a review of the work of the year, with appropriate recommendations and suggestions regarding the future interests of the organization, it has always been the prescribed duty of the treasurer to officially report at each annual meeting the amount of receipts from the membership and the disbursements of the funds. The first year of the existence of the Western Wholesale Drug Association with a limited membership and an annual due of $2; it did not require very great labor in the collection of the revenues or necessitate the filing of a very heavy bond. The first official report was read by the secretary of that year, Mr. D. R. Noyes, at the meeting in Detroit, 1880, four years after the organization. The precedent established at that time has since been continued at each annual meeting, and, while custom only has now assumed to be

the law, this infliction can be abated at any time on appeal of the members for a strict construction of the Constitution.

In the earlier years of the organization it devolved upon the secretary to arrange with the leading railroad lines for rates of transportation to the annual meetings. The railroad certificates, which can now be procured at any prominent station in the country at the time of departure, were then mailed to the secretary's office on his requisition, and by him distributed to the members throughout the country who desired to attend the meetings. This naturally involved an extensive correspondence in every direction, and considerable anxiety that there should be no miscarriage in delivery of the certificates which might result in disappointment to the members when ready to start upon their travels; and I am not advised that any free transportation was ever sent to the secretary's office with the compliments of any railroad official for the services rendered them. In the year 1891 a committee was appointed on passenger rates and routes, and it has since been continued as one of the regular standing committees. For several years Mr. J. M. Peters has assumed the laborious duties of chairman of this committee, and to his untiring efforts in securing favorable rates to the conventions, and on this occasion an extension of time for the return trip, the members are duly grateful.

During the year seven firms in the active list have retired from business or sold out, and four firms in the associate list. Several of these will be recovered by us in the reorganization of business by their successors. I think I can safely say, from my knowledge of the number of applications which have already gone in, and others which will be reported by the chairman of the Membership Committee at this meeting, that there will be no loss in the membership since my last report.

The deaths during the year number seventeen, one, an honored ex-president of the association, of whom special mention has been made in the address of the president. In all cases the deaths are from individual membership of firms, the numerical condition being unchanged.

The usual number of delegates has been appointed to the different state Pharmaceutical Associations at their meetings during the year, and, while care has been taken that representatives shall be present at each state organization, it has in some instances happened that a change of date or the timely notification of the meeting has prevented. I have before referred to this courtesy in

previous reports as conducive in no inconsiderable degree in extending the fraternal hand of sympathy and interest in all matters pertaining to the general good of both our own and sister organizations.

Six hundred copies of the proceedings at Philadelphia were printed and sent to the membership, state associations and other institutions interested in our work. In the proceedings of the convention at Louisville, 1891, the following resolution was offered by ex-President Thomas Lord, representing the board of control, and unanimously adopted:

Resolved, That the chairmen, or acting chairmen, of the respective committees, making their annual reports to this association, be hereby requested to prepare and hand in with their report, in writing, in due form, such special action by resolution or otherwise as they may wish to be taken by the convention; that said chairmen will see to it that suggestions, facts and information gathered and embodied in their respective reports, be commended to their successors as practical benefits, as circumstances may require.

In support of his resolution he pointedly said: "There are special reasons which have appeared not only to the present Board of Control, but to others who have been consulted, that make it very desirable that something should be done along the line indicated by the resolution. A great many reports embody statistics and facts, which, if communicated and presented in proper form to the successors in these respective committees, will assist them materially, and they can be carried to practical results." These were timely words, and the necessity of their application is still needful today. In connection with this I would repeat and impress upon the chairmen of committees that a copy of all reports should be sent to the chairman of the Board of Control at least two weeks in advance of the meeting, that they may be carefully examined and arranged for presentation to the convention. When it is recalled that each report has to be separately considered by the board, there is no time to give them proper consideration if delayed until the opening of the meeting. So important has this seemed to me that, in my notice to chairmen of the different standing committees, in anticipation of the convention, I have emphasized the importance of this observance.

In view of the fact that certain matters of public interest are at the present time occupying the best thought of our business men in their relations to the economies, represented in finance, rev-

enues, and in the internal administration of our Government in some of its most important departments, I have thought it proper to submit with my report some correspondence connected with my office during the past year. In a later communication from the National Business League of Chicago, asking that a delegate be appointed to represent our association at the future meetings of that body, I submitted the correspondence to President Purcell, and, with his approval, one of our prominent members in that city was appointed to the position, with the understanding that, previous to any action by this convention, no expense to the association should be incurred. The whole correspondence, which is here submitted, has been forwarded to the chairman of the Committee on Legislation, who will probably report favorable action to this meeting on some of the communications. I have the pleasure to state that in the directory of one of the most important organizations represented in these communications, appear the names of some of our most prominent members.

NATIONAL BUSINESS LEAGUE,
Chicago Stock Exchange Building,
Chicago, April 14, 1897.

Mr. A. B. Merriam, Secretary National Wholesale Druggists' Association.

Dear Sir: You are doubtless aware of the movement on the part of the business interests of the country to promote the passage by Congress of a bill to establish a new department of the Government, to be entitled the "Department of Commerce and Industry." The general purpose of the bill will be to foster a wider and more systematic development of our commerce, domestic and foreign, and the various industrial interests throughout the country, and to concentrate in one department the several matters pertaining to commerce and industry which are now included in separate and inappropriate departments.

One of the principal things sought to be included in the new department will be a "Tariff Bureau," to which contemplated changes and revisions of tariff schedules may be referred for investigation and report, and through which it is hoped that such revisions may come to be treated as matters of science for experts rather than partisan politics.

The National Board of Trade and the National Manufacturers' Association have already passed resolutions favoring the proposed legislation. Will you kindly bring the matter to the attention of your association, obtain the adoption of a resolution requesting the passage of this measure, and send us a copy thereof? If you have already adopted such a resolution please forward us a copy of the same.

Our league is actively engaged in the promotion of this legislation, and will press the matter on the attention of the Congressional Committee, to which the bill will be referred.

I inclose a copy of a resolution which your association might use if it meets your views. Should you make any changes, will you please mention the "Tariff Bureau" feature of the bill, especially, as that is being demanded by business men all over the country?

Trusting you will give this matter your early attention, I am,

Very respectfully yours.

C. A. GILBERT, Secretary.

Washington, D. C., May 25, 1897.

My Dear Sir: Every one now realizes, I think, that the American people, of all sections, of all parties, of every calling, and of all classes, are tired and heartily sick of tariff tinkering and the consequent disturbance, if not actual destruction, of all lines of business. What they need and most earnestly desire is an opportunity to engage in business with assurances that there will be no such radical changes as will destroy, or even cripple, any department of trade or commerce.

Any tariff measure that will produce sufficient revenue to support the Government under present conditions will, with the natural increase of population and the greater consumption incident to prosperity, bring us in a few years a hundred millions more revenue than will be required to meet expenses. It should not be taken from the people. It would naturally lead to national extravagance.

How, then, shall we adjust our revenues to our actual needs? Shall it be by overhauling the whole subject again—every schedule down to the very last item? Certainly business prudence would require that our taxes be lowered gradually and removed from such articles as an intelligent and skilled commission would recommend. The changes should be so made as to result in an evolution, and not in a revolution.

The taxes should be abated from year to year and taken from one schedule at a time. Hence the President, who is responsible for the proper administration of the Government, with the recommendation of the Tariff Commission, ought to have the power to suspend any portion of the taxes, and the country not be compelled to wait until the Executive, the House of Representatives and the Senate were in political conjunction, which might not happen for several years. They were not in conjunction from 1875 until 1889.

That the President may suspend taxes, if that power were given him by Congress, was decided by the Supreme Court in Field vs. Clark, volume 143, United States Reports, page 649, when the constitutionality of the reciprocity clause of the tariff act of 1890 was challenged.

The duty of the commission to investigate all Federal taxation and domestic and foreign conditions, and annually recommend

changes calling for legislation, will make it a most valuable adjunct to a wise administration of our national affairs.

Its establishment cannot do any harm, while it may prove the greatest possible blessing to the American people in securing stability to our varied business interests, and continued and equal prosperity to all sections of our common country.

Very truly yours,

CHARLES N. FOWLER.

Philadelphia, Nov. 20, 1896.

At a meeting of the Board of Managers of the Trades League of Philadelphia, held Nov. 12, 1896, the following resolution was unanimously adopted, of which we request your prompt consideration:

"Resolved, That the secretary of the Trades League be, and is, directed to send to the various trade organizations in the United States, with which this organization is in correspondence, the following letter:

"Dear Sirs: This organization feels that it is an opportune time, provided the active concurrence of a sufficient number of trade organizations or commercial bodies can be obtained, to make the endeavor to secure an amendment to the Constitution of the United States, making the President ineligible for two successive terms, and extending his term of office to six years. Of course, such action, if successful, could have no effect upon the term of the President-elect.

"We should, therefore, be very much indebted to you if you will let us have, at as early a time as may be practicable, your answers to the following questions:

"1. In the judgment of your organization, would such an amendment be advantageous?

"2. If advantageous, may we depend upon your assistance with members of Congress and others, to secure the end in question?

"Very respectfully,

(Signed) "W. W. FOULKROD,

"President Trades League of Philadelphia.

"J. N. FITZGERALD, Secretary."

I have thought it best to submit to you these communications, that you could better appreciate the interest the business men of our country are taking in these matters, separate and apart from any political or partisan consideration. It has been well said by a recent writer, in reviewing the action of such organizations: "Believing that business legislation should always be prompted by business reasons, these associations propose to collect from its entire membership the facts of business experience throughout the whole country, and to see that these are brought home to Con-

gress and its committees whenever any measure is proposed which will affect for good or ill any particular business, and, therefore, the general business activity and prosperity. The theory, that all legislation, on whatever subject, should always be based on the fullest and most accurate information concerning the subject affected, is one which no thinking man will dispute, and to attain this end it should make its leading general purpose."

It is well not to underestimate the position which our organization occupies to-day in its relation to the large business and industrial interests of the country. If it be true, that this body of merchants represents in its aggregate membership distributed through almost every state in this Union and in many of the large commercial centers of the Old World, a larger amount of material wealth than any other, save one, I think it to be the duty, therefore, to so encourage and stimulate the efforts of those who are moving in these reformatory methods of national legislation that we, and those who succeed us in business life, may strengthen the foundations upon which we builded. The *wealth* of a nation simply, independent of a great moral and intellectual force permeating the conscience of its people, giving strength and vitality to wise and equitable laws, and a just regard to the Christian patriotism of its people and the hopeful permanence of its institutions, may prove but feeble support in the day of trial. Respectfully submitted,

A. B. MERRIAM, Secretary.

Mr. Daniel Myers—I move that the very able report of the secretary just read be referred to the Board of Control for necessary action. Carried.

The President—The next business is the report of the treasurer. Mr. Strong is not here, but his representative, Mr. Marshall, is here with the report.

Mr. Myers—For the enlightenment of those present, I will say that while Mr. Strong is a very efficient officer of our association, of course, he has an able lieutenant to do all the work, and that is Mr. Marshall, who is present with us.

The President—You might add, Mr. Myers, that Mr. Strong is kept away by sickness.

Mr. Myers—I wish to make that clear, also, that Mr. Strong is a victim of hay fever, and he always has attacks at this season of the year, and hence he is unable to be with us at our meetings, much to his regret.

The report of the treasurer was then read, of which the following is an epitome.

TREASURER'S REPORT.

RECEIPTS.

Balance from last year	$2,340.69
Sale of membership pins	5.00
Dues from active members	5,900.00
Back dues	25.00
Dues from associate members	1,780.00
Initiation fees	390.00
Rebate from Denver Entertainment Committee	285.81
Sale of rebate lists	437.05
Total	$11,163.55

DISBURSEMENTS.

General	$2,331.60
Proprietary Committee	4.510.35
Proprietary Committee	3,447.42
Committee on Rates and Routes	31.55
Committee on Membership	20.95
Committee on Credits and Collections	8.50
Total	$10,350.37
Balance on hand	813.18
Total	$11,163.55

The President—What action will you take regarding the report?

Mr. Main—I move that the report be received and referred to the usual committee for order. Carried.

Vice-President Gilman here took the chair.

Mr. Myers—I want to call attention to a point in the treasurer's report where he refers to the fact that there

are on hand a large number of the gold association badges (I left mine at home); they are coin gold and were gotten up as the official badge of the association. There is about two dollars' worth of gold in the badge, and they can be obtained for two dollars' worth of silver, showing the kindly feeling we have toward members of our association who have not already been supplied with these badges. They can be obtained at the local secretary's office. I believe he was requested to call the attention of each member to these badges when the members registered.

The Vice-President—The secretary tells me there is to be a committee of three appointed to examine the report of the treasurer. I will leave it for the president to appoint this committee. The next order of business is the report of the Committee on Transportation, of which Mr. Thomas Lord is chairman.

Mr. Lord—For some particular reasons the president of the association would like to make that report the special order for the first thing this afternoon, for reasons which will appear at that time. I may state now that Mr. Iglehart, the Commissioner of the Chicago Freight Bureau, who has rendered us valuable assistance and given us a great deal of information and worked laboriously for us, has promised to be present this afternoon, and, perhaps, the association will be glad to hear from him in connection with points involved in the committee's report. I would prefer to have the presentation of the report delayed until that time. Mr. Iglehart has promised to be here.

The Vice-President—We will delay the report until the afternoon session. The next reports in order are those on "Passenger rates and rules," and the "Committee on Fraternal Relations." As neither of these reports is ready

we will proceed to the report of the Committee on "Memorials of Deceased Members."

Mr. Main—The chairman of the Committee on Memorials of Deceased Members is not present, but I have the report of the committee and will read it.

Mr. Main then presented the following report:

REPORT OF COMMITTEE ON MEMORIALS OF DECEASED MEMBERS.

Mr. President and Gentlemen:

Since the last annual meeting, held in October, 1896, in the city of Philadelphia, we have had to record the decease of friends and fellow members valued and true.

In the discharge of the duty assigned them your committee respectfully submits this report, giving a brief record of each one.

In this record are those whose names stand for what is noblest and best in man in all the relations of life.

Valued as faithful members of this association, wise in counsel and unselfish in all that pertained to the general welfare, the association has due appreciation of their loss, and the tenderest sympathy for those who have suffered the greater loss—the members of their families and their immediate business associates.

E. WALDO CUTLER,

Of Cutler Bros. & Co., Boston, Mass.

Born June 17, 1826. Died Oct. 31, 1896.

Mr. Cutler took a warm interest in the association, and was chosen president Aug. 23, 1887, and served for one year.

He entered active business life at the age of 20. He was a member of the Boston Art Club, Boston Board of

Trade, Trustee of the Massachusetts College of Pharmacy, and President of the Boston Druggists' Association.

He was active in church work, as in commercial affairs, and domestic in his taste. It has been well said of him by another: "He was affectionate in home life, methodical and unright in business, of strict integrity, and earnest and devoted to the church of which he was a member."

DR. E. H. DAVIS.

Of E. H. Davis & Co., Rochester, N. Y.

Born Feb. 9, 1832. Died Dec. 10, 1896.

Dr. Davis graduated in medicine at the age of 21 years, from the Buffalo Medical College, and was for fifteen years a successful practitioner.

During the war he was stationed at St. Louis and Memphis as a surgeon, and his services were such as to secure for him special commendation from superior officers. He entered the drug business in Rochester in the year 1869.

ROBERT SHOEMAKER.

Of Robert Shoemaker & Co., Philadelphia, Pa.

Born Feb. 1, 1817. Died Dec. 16, 1896.

After pursuing a course in pharmacy, when only 20 years of age, he embarked in the drug business on his own account.

He was a member of the Board of Trustees of the Philadelphia College of Pharmacy, a member of the Philadelphia Drug Exchange, for years holding in these organizations respectively the position of vice-president

and president. In 1890 he was made an honorary member of the Drug Exchange. He was a director in the Consolidation National Bank from the time it was founded. He took an active interest in promoting the cause of education, and served for fifteen years in an official position in connection with the directors of the public school system in Montgomery county, Pennsylvania, one of these schools being named after him as a mark of appreciation of his valuable services. He was a member of St. Paul's Protestant Episcopal Church, at Chelton Hills, serving for thirty-two years as warden and treasurer.

We quote from a graceful tribute penned by a lifelong friend: "His circle of acquaintance was unusually large. He was a lovable man, whose congenial, kindly, cheerful manners made his society ever sought. To but few men is it permitted, as it was to our friend, to arrive at the age of 80 years in complete touch with the affairs of men, and with judgment so ripe and clear that it was always gladly consulted."

Another says: "He was, in my opinion, an ideal Christian gentleman, and the many institutions or organizations with which he had official connection will sorely miss his influence and sound judgment. No man in our ranks will be more universally missed than will Robert Shoemaker."

COL. H. J. LAMAR,

Of H. J. Lamar & Son, Macon, Ga., and president of the Lamar-Rankin Drug Company, Atlanta, Ga.

Born March 21, 1825. Died Dec. 25, 1896.

Col. Lamar belonged to a distinguished family. After leaving college he became a farmer. At the close

of the war, in 1865, he commenced in the drug business in Macon.

He was remarkably successful in the varied enterprises in which he became interested. He was known for his conservatism and his excellent judgment and his knowledge of men. He was president of the Exchange Bank from 1880 to the time of his death, and president of the Union Savings Bank and Trust Company from its organization in 1890. In everything he showed untiring energy, wise judgment and conscientious devotion to the discharge of duty. He was respected and honored by all of his associates, a man of the highest integrity and a chivalrous sense of honor that was characteristic. In private life he was known for his bounteous hospitality and his benevolence. Possessed of a kindly heart, the extent of his munificent charity will perhaps never be known.

Shrinking from ostentation, he quietly distributed his benefactions without condescension and with no hint of patronage.

A writer says of him: "A strong personality, a wise counselor, a prudent, far-seeing business man, a kind husband and father, a sympathetic and helpful friend, he filled his sphere and evoked the highest admiration from those who stood nearest to him and read the motives that inspired his life."

JOHN H. ZEILEN,

Of J. H. Zeilen & Co., Philadelphia, Pa.

Born in 1834. Died Dec. 20, 1896.

Early in life he entered the employ of John M. Maris & Co., of Philadelphia, and later on went into the drug

business in Macon, Ga., conducting there a successful business.

During the civil war Mr. Zeilen was connected with the staff of several Confederate generals, and at the close of the war established his business at Philadelphia.

Mr. Zeilen was a member of the Masonic fraternity, the Pennsylvania Historical Society and Art Club, and one of the directors of the Germantown Y. M. C. A., and an active member of St. Peter's Protestant Episcopal Church of Germantown.

GEORGE R. FINLAY,

Of Finlay, Dicks & Co., New Orleans, La.

Born in 1835. Died Feb. 2, 1897.

Mr. Finlay was born in Ireland and came to America at a very early age, locating first in Ohio, and afterward, while still a mere youth, going to New Orleans.

He entered the Confederate service at the beginning of the war and served until its close.

Mr. Finlay was very popular in business and social circles. He was prominent in club affairs, and was identified with many charitable organizations of his city.

FREDERICK WILCOX,

Secretary of the Apothecaries' Hall Company, Waterbury, Conn.

Born in 1845. Died April 7, 1897.

He became associated with the Apothecaries' Hall Company in 1858, and had been secretary of the company since 1866.

He was secretary of the Connecticut Pharmaceutical Association from 1879 to 1896. He was a prominent member of the American Pharmaceutical Association, and its vice-president in 1888-89.

He was a man of thorough business qualities, and of agreeable personal characteristics, which had gained for him the esteem and warm friendship of a very wide circle.

BERNARD GILPIN.

Of Gilpin, Langdon & Co., Baltimore, Md.

Born in March, 1826. Died May 7, 1897.

He was widely known and universally respected. He entered the drug business at the age of 17 years. He was one of the founders—in 1845—of the house of which he was at the head at the time of his death.

He was a director of the Third National Bank, a member of the Board of Trade, a member of the Merchants and Manufacturers' Association (in 1896 its president), and a member of the Friends' Society.

His strict integrity, affability and generosity won for him unusual esteem, and by liberal donations and personal efforts in behalf of charitable and benevolent enterprises, he greatly contributed to the comfort and happiness of the poor of his city.

HENRY LYMAN,

Of Lyman, Sons & Co., Montreal, Canada.

Born in 1813. Died July 19, 1897.

Mr. Lyman's death closes a long and useful life devoted to the interest of his adopted city. He was closely

identified with almost every project instituted for her benefit, in many of which he took the initiative. He occupied numerous positions of distinguished honor. He was at different periods an alderman and a member of the council and of the fire committee. He rendered great service to the city in the establishment of the water works and in the introduction of the fire-alarm telegraph system.

He was a member of the Fifth Battalion, Royal Light Infantry, taking command of No. 8 Company during the troubles of 1866, retiring shortly afterward with the rank of major.

He was, during his term of public service, vice president and president of the Board of Health. He was prominent and active in church and charitable matters, and a liberal contributor to all non-sectarian institutions.

The members of this association will recall with pleasure Mr. Lyman's active interest and courtesy—though then advanced in years—in contributing to the success and pleasure of the annual convention held in 1892 in Montreal.

ANDREW G. COFFIN,

Of Coffin, Redington & Co., New York, and Redington & Co., San Francisco, Cal.

Born Sept. 4, 1816. Died July 31, 1897.

Mr. Coffin was born at Nantucket and came to New York in early manhood and engaged in business. He entered the drug business about 1840. Mr. Coffin was a man of great activity and energy and sterling integrity, and was respected by all who knew him.

GEORGE H. KALTEYER,

Of San Antonio Drug Co., San Antonio, Texas.

Born July 27, 1849. Died Aug. 4, 1897.

Mr. Kalteyer was born in New Orleans. He was raised in San Antonio, and studied chemistry in Weisbaden and Heidelberg, Germany. He was the founder of the Alamo Cement Company and was president of that company from its organization to the time of his death. In 1871 he was appointed State Chemist at Texas, and in this capacity added many valuable statistics to his department. He was one of the organizers of the San Antonio and Arkansas Pass Railway, and was it first president. He also served at one time as president of the Lone Star Brewery at San Antonio. At the time of his death he was president of the San Antonio Drug Company and second vice-president of the Northwestern Druggists Association.

He was one of the leading and most progressive citizens in San Antonio, and foremost in everything that redounded to her advantage. He occupied a number of public positions. Though several times proposed as a candidate for Mayor he steadfastly declined this honor.

T. B. BARKER.

Of T. B. Barker & Sons, St. John, N. B.

Born in 1820. Died Aug. 24, 1897.

Mr. Barker was prominent in social and business circles, and was a highly respected citizen.

SAMUEL COLGATE.

Of Colgate & Co., New York, N. Y.

Born in 1822. Died April 23, 1897.

Mr. Colgate's place of residence was Orange, N. J. He was destined by his father for a professional life, but he decided to enter the house of Colgate & Co., which had been founded by his grandfather. He was for twenty-five years a member of the Finance Committee of the American Tract Society and president for three years of the Baptist Home Mission Society. He devoted much of his life to benevolent objects, and donated upwards of $40,000 to Colgate University, which had been endowed by his brother, James B. Colgate. He was for more than fifty years a member of the firm of Colgate & Co., and for forty years at its head.

CONRAD BERK LEE,

Of J. Elwood Lee Company, Conshohocken, Pa.

Born April 23, 1862. Died May 8, 1897.

Since 1885 he had been connected with the house of J. Elwood Lee Company, and since 1888 he was the efficient assistant manager. He was a member of a number of social and benevolent organizations, a member of the Manufacturers' Club of Philadelphia. He was a vestryman of Calvary Protestant Episcopal Church. He traveled extensively, and took an active and prominent part in all organizations with which he was connected.

FRANCIS BAUMER,

Of The Will & Baumer Co., Syracuse, N. Y.

Born in 1826. Died July 28, 1897.

Mr. Baumer was a native of Bavaria. He came to America in 1846, going first to Buffalo, and afterward, within the same year, to Syracuse, in which city he made his residence the remainder of his life.

By close attention to business he built up an immense trade, and made his establishment one of the most prominent of its kind in the country. He won an enviable reputation as an honorable and useful man.

GEORGE W. FINCH,

Of Tyler & Finch, New York, N. Y.

Born in 1836. Died Aug. 24, 1897.

Mr. Finch began his business career as a member of the firm of Smith & Finch, of New York, and in 1877 he entered the firm of which he was a member at the time of his death. He was widely known and esteemed for his innate modesty, his active benevolence and his zeal in church and charitable works. He is sincerely mourned by a wide circle of warm friends.

CHARLES P. BUTTON,

President of the Jerman, Pflueger & Kuehmsted Co., Milwaukee, Wis.

Died May 7, 1897.

Mr. Button was the son of Dr. Henry H. Button, fifth president of the Western Wholesale Druggists Associa-

tion (in 1879). The corporation of which he was president was the successor of the old drug house of Greene & Button. Mr. Button was also proprietor of the Phoenix Knitting Works, and held an interest in the Eagle Horseshoe Works of South Milwaukee, and had other property interests.

Mr. Button was graduated from Harvard in the class of 1873, and was a writer of ability. He was unmarried, and was about 45 years of age.

We would close this brief record of these useful and successful lives with the appropriate lines:

"Life's work well done,
Life's race well run,
Life's victory won."

Your committee respectfully recommend that the secretary be directed to insert in the Journal of 1897 a "Memorial Page," upon which shall be inscribed the names of these, our friends deceased within the year past.

Respectfully submitted in behalf of the committee,

WM. A. ROBINSON, Chairman.

The Vice-President—If there are no objections the report will take the usual course and go to the Board of Control.

President Purcell resumed the chair.

The President—The next report in order is that of the Committee on Proprietary Goods, but Mr. Kline desires that report should be made at the afternoon sessions. We will now have the report of the Committee on the Drug Market. The chairman of the. Board of Control has the report.

Mr. Kline—I move that the report of the Committee on the Drug Market be limited to the reading of the title and such introductory remarks as the chairman of

the Board of Control may desire to make. This course has been pursued on former occasions.

The President—Unless there is objection this will be taken as the sense of the meeting.

Mr. Weller—The report of the Committee on the Drug Market is presented by Mr. G. L. Muth, of Baltimore.

Mr. Weller then presented the following report:

REPORT OF COMMITTEE ON DRUG MARKET.

Mr. President and Gentlemen National Wholesale Drug Association:

In presenting our report this year, your committee begs to say that trade has been dull and slow all the first part of the year, and only in the past two months have we had an increased demand, and a better feeling all over the country, higher prices for farm products putting more money in general circulation, and the advance in many drugs has made trade much more active, and we hope this will continue, and give us more profit for our labor. We all desire to be paid for our tedious and hard work.

We beg to call attention to the large quantities of some drugs imported, such as balsam copaiba, gum opium, quinine, and the immense consumption of some of our indigenous drugs—May apple about 500 tons, enough to clean out a whole country.

Fluctuations have been greater during the past year than for many years, and no doubt all our members study well the trade journals from week to week, to keep well posted. This is now a necessity, and it really should be a recreation and pleasure to read and study what is to our interest and benefit.

We are pleased to say the hard times for the past year have given very few failures in the drug trade, and we can congratulate ourselves that the rough period has passed away and that prosperity, which now has reached us all, will continue to improve, in this great and good country of ours.

We beg to submit the following:

Acetanilid.—This has had its general fluctuations the past year, the price in October, 1896, being 38c.; February, 1897, 36c.; March, 32c.; May, 31c.; August, 30c.; at which price it is quoted today.

Acids.—Acetic, 30 per cent., has declined during the past year 3½c to 2½c.

Acid, Benzoic Ex-toluol.—Advanced October, 1896, 48c; April, 50c; gradually advancing; September, 58c.

Acid, Benzoic Eng.—This has declined. October, 1896, 7½c., dropping to 6¼c. per oz.; September, 6½c.

Acid, Boracic.—Selling October, 1896, 9c. to 9½c., has declined in July, 1897, 8¼c. to 9c.

Acid, Carbolic.—In drums, October, 1896, 15c. to 17c.; February, 1897, drums, 18c.; now, September, 19c. to 20c., in bottles advancing from 21c. to 25c.; now, 25c. to 28c.; Calvert's and some few other makes having much higher figures.

Acid, Citric.—Low figures have ruled all the year, selling in kegs, October, 1896, 36c.; March, 1897, 34c.; June, 33c., and is quoted at this now, September, 1897.

Acid, Oxalic.—The most steady article in the drug list this year, 7¼c. to 7½c. Must be in firm hands.

Acid, Salicylic.—Owing to the low prices, the fluctuations are seemingly very few, the new tariff advancing the price in August this year, selling October, 1896, 38c.; November, 35c.; advancing April, 1897 to 37c.; May, 40c.; August, 44c., some of our American makers offering in September quantity lots at 40c.

Acid, Tartaric.—As usual, this has had its many changes, selling in October, 1896, 29c. to 29½c., declining in February, 1897, 1c., advancing again in July, August and September; now quoted 32½c for powder in barrels.

Alcohol, Grain.—Prices are pretty regular the past year, October, 1896, $2.28; February, 1897, $2.25; May, $2.30; July, $2.26; August, $2.30; September, $2.33 to $2.35.

Alcohol, Wood.—This rather surprised many on account of the sudden decline in May. Price was 90c. from October, 1896 to May, 1897, when it dropped to 65c. In September it advanced to 75c. per gallon.

Ammonia, Carbonate.—Prices were steady all the year, 7½c. to 8c.

Ammonia, Muriate Lump.—Steady, 8½c to 9½c., as to quantity and size of package.

Ammonia, Muriate Granular.—Sales of this for mechanical uses increasing, price in casks, 5½c. to 6c., and for medicinal uses, 10c to 12½c., as to quantity.

Ammonia, Water.—Demand for this growing very fast. Prices are low, 16 degrees, 2¼c. to 2¾c.; 20 degrees, 3½c. to 4c., and for 26 degrees, 5½c. to 6½c., all as to quantity.

Antifebrin.—No change, 11c. per ounce in 1895 and same now in September, 1897; this for 500-ounce lots.

Arrow Root, Bermuda.—Very small quantity said to be had of the very fine grades, quoted 40c. to 45c.; regular stock Bermuda, 23c. to 28c. in kegs; St. Vincent's, 6c., and American, 4c. to 4½c.

Arsenic, White Powder.—Gradually advancing; now held at 5½c. to 6c. in kegs.

Balsam, Copaiba.—Has been a jumper; up, then down, and again moving up, all the past year, selling in October, 1896, 36c., advancing the same month to 42c.; November, 45c.; December, 50c. to 55c.; January, 1897, 58c.; February, up to 65c.; March, down to 42c.; April, 36c.; June, 37c.; July, 38c.; now, September, 39c. to 40c. The importation from June 30, 1896, to June 30, 1897, was 132,603 pounds, an increase of 28,000 pounds for the year.

Balsam, Canada Fir.—Declined during the year, selling October, 1896, $1.85 to $1.90 per gallon; now, September, 1897, $1.65 to $1.80 per gallon.

Balsam, Peru.—Has ruled much more steady than previous year, prices varying from $1.80 to $2 per pound during the year.

Balsam, Tolu.—This is another drug that has changed price very often. We give the various prices: October, 1896, 70c. to 85c.; November, 60c. down to 50c.; January, 1897, 47c.; February, 50c. to 55c.; March, 60c.; April, 70c.; May, 55c.; June, 50c.; July, 55c.; August, 50c.; September, 45c.

Bark, Cascara Segrada.—Very steady, 3½c. to 4½c. for new bark. Some very fine old bark has sold for 8c.

Bark, Cinchona.—Has only recently advanced, selling early in the year for 13c. to 20c. for high test; now quoted 18c. to 24c. Much of the bark assays 4 per cent. quinine in a total of 7 per cent. Java shipments not as large as previous year, and we may have seen the lowest price of this great discovery to the medical world.

Bark, Cottonroot.—The high price of this drug in the early part of 1896 stimulated the gathering of large quantities in the fall and price declined October, 1896, 4c.: January, 1897, 3½c., at which it has remained all this year.

Bark, Elm.—Has advanced. October, 1896, 6c. to 8c.; now quoted at 9c. to 11c. for select.

Bark, Soap.—Advanced very much; price October, 1896, crushed, 3½c. to 4c.; March, 1897, 5½c. to 7c.; September, 7c. to 8½c.

Bark, Sassafras.—This has had the usual fluctuation; October, 1896, 6c. to 7½c.; in December, 8c. to 9c.; March, 9c. to 10c., declining in April to 7½c.; now, September, 4½c. to 7c., as to quality.

Berries, Cubeb.—Have remained very regular, low price, quoted 5c. to 8c., as to quality.

Berries, Juniper.—Price remained steady until June, 1897. October, 1¾c. to 2c; January, 2¼c.; June, 2½c. to 3c., latter for very choice.

Berries, Coculus Ind.—Price 3½c. to 4c. all the year. Demand now very small.

Berries, Saw Palmetto.—Last winter there was a large demand, but crop was good and they came to market very fast. As we are writing this, report comes that they will be scarce this winter. Selling October, 1896, 6c.; January, 1897, 8c.; February, 6c.; March, 5c.; in July, 3½c.; now quoted 6c. to 10c., as to owner.

Buds, Balm of Gilead.—This drug is being called for very much the past year, and as the supply is not great, prices change, selling October, 1896, 28c.; November, 38c.; December, 40c.; January, 1897, 30c.; April, 23c.; May, 25c.; June, 26c.; August, 28c.; now, September, 32c.

Beans, Tonka Angostura.—Prices are lower; October, 1896, $1.90; November, $2; January, 1897, $1.75; March, $1.65; September, $1.70.

Beans, Vanilla Mexican.—These keep advancing. Prices are now higher than many of us remember. October, 1896, $7 to $10, cuts $6.25 to $6.75; December, $9 to $12, cuts $7 to $7.50; February, $10 to $13, cuts $8 to $8.50; May, $11 to $14, cuts $8.50 to $9; September, $12 to $16, cuts $9 to $9.25.

Beans, Vanilla Bourbon.—Advance not so great as Mexican. October, 1896, $7 to $8; in December, $7.50 to $8.50; now, September, $8 to $9 per pound.

Borax.—Has been very low all the year, from 5c. to 6c. What effect the new tariff of 5c. per pound will have we do not know.

Blue Vitriol.—With continual reports of higher prices for copper, this has remained very steady, from 3½c. to 4¼c. all the year.

Bismuth, Sub-Nitrate.—Selling in October, 1896, at 85c., advanced January 25, 1897, to $1.25, and suddenly declined July 1 to $1.10. Metallic—It is said the syndicate price is 5 shillings.

Caffeine.—Price has been very even. October, 1896, $5.60 to $5.70; November, $5.25; February, 1897, $5.10; April, $5.25, and remaining at this price.

Camphor, American.—This very interesting drug must have its fluctuations, like the moths—now you have it sure, and, look! you are not in it, selling in October, 1896, 43c. to 44c.; January, 1897, 39c. to 40c.; February, for a few days, 35c. to 36c.; then up again 39c. to 40c.; where it was until August, when the uneven figure, 37½c. to 38½c., was named.

Camphor, Japanese.—Following the American in price, October, 1896, 47c.; November, 50c.; in January, 52c; May, 43c.; August, 40c. This for ounce packages.

Cantharides, Chinese.—Selling in October, 1896, 25c. to 28c.; March, 1897, 35c. to 37c.; August, 33c. to 35c.

Cantharides, Russian.—No doubt many of us wished the last Congress, during the long delay in discussing the tariff, would use some cantharides cerate to help draw the bill to a finish. The price has been very steady, 50c. to 55c. all the year.

Chloral Hydrate.—Owing to the heavy specific duty on this article, price has been advanced, selling until July 26, 1897, at 85c. in bulk, now selling $1.40 in bulk.

Cinchona Sulphate.—Advanced during the year. October, 1896, 56c.; March, 1897, 62c.; July, 96c., which is now the price in September.

Cinchonidia, Sulphate.—'Tis said bark now yields much more quinine, and very small quantities of cinchonidia is the cause of rise in price, selling in October, 1896, 10c.; November, 11c.; in January, 1897, at 9c.; May, 10c.; August, 11c. to 12c.; September, 14c. to 15c.

Colocynth, Apples, Spanish.—Low prices have been the rule at 20c. to 25c.

Colocynth, Apple, Trieste—Have fluctuated very much. October, 1896, 70c.; November, 85c.; January, 1897, 70c.; February, 60c.; March, 55c.; May, 40c.; June, 55c. to 60c.; August, 42c. to 50c.; September, 45c.

Copperas—Has been very low this year, selling at 42½c in carload lots in March. Price today is 55c. to 58c.-100.

Cocaine, Muriate—Declined very much. Sales do not appear to be so large as formerly, selling in October, 1896, at $4.20 per ounce; November, $3.75; January, 1897, $3.25; February, 1897, at $2.55. This for hundred-ounce lots.

Cocoa Butter.—American selling from 36c. to 45c., as to maker. Foreign, 29c. to 33c per pound, the latter being price at close of this report. This price for cakes, usual 10c. to 12c. boxes. Dutch selling at 27c. in mass.

Cream Tartar.—Prices have only slightly advanced. October, 1896, 23c.; November, 22c.; March, 1897, 23c.; August, 24c.; September, 25c. to 26c.

Cutch—Has been ruling 4½c. to 7c., as to brand and quality.

Cuttlefish.—Selling all the year Trieste 7c. to 9c.

Dragon Blood, Reed—Has been steady at 40c. to 45c.

Dragon Blood, Mass—Declined. October, 1896, 18c. to 22c.; September, 1897, 15c. to 18c.

Epsom Salts—Remains as past year, 90c. to $1 per 100 pounds, as to quantity. Demand has been good.

Ergot.—This important drug remains at low figure. German, October, 1896, 12c.; September, 1897, 15c.; Spanish, October, 1896, 16c.; September, 1897, 18c. to 20c.

Flowers, Arnica.—Same low prices as past year. October, 1896, 5½c. to 6½c.; September, 1897, selling 4c. to 5½c., as to quality and age.

Flowers, Chamomile, German—Are lower this month. We give price as to quality. October, 1896, 17c. to 22c.; April, 1897, 21c. to 24c.: July, 17c. to 21c., and September, 14c. to 20c.

Flowers, Chamomile, Roman—Have fluctuated somewhat. October, 1896, new goods, 21c.; April, 1897, 14c. to 16c.; September, 10c. to 14c.

Glycerine.—Here we have something that moves. We give prices in drums as follows: October, 1896, 17c.; January, 1897, 15c.; declining during the month to 13½c.; March, 12c. to 12½c.; April, 11c. to 12½c.; May, 12c. to 13c.; July, 11c. to 12c.; August, 11½c. to 12½c.; September, some of the soap makers are quoting 10½c. to 11½c.

Guarana.—There is now very little sale. Price is low. October, 1896, 45c.; February, 1897, 36c.; March, 48c.; September, 43c.

Gum Arabic—Have been pretty steady past year. October, 1896, first, 57c., second 37c., third 30c., sorts 20c.; June, 1897, first

50c., second 36c.; third 30., sorts 20c.;September, 1897, first 55c., second 34c., third 27c., sorts 17c.

Gum Aloes.—Barbadoes true, 18c. to 24c. Barbadoes, so-called, in gourds, 5c to 10c.

Gum Aloes, Cape—Declined. October, 1896, 6c. to 6½c.; September, 1897, 5c. to 5¾c.

Gum Aloes, Curaco.—Is lower. October, 1896, 3c.; September, 1897, 2½c. to 3½c.

Gum, Aloes, Socotrine.—This is somewhat higher. October, 1896, 18c. to 24c.; September, 1897, 22c. to 28c.

Gum, Asafoetida—Has advanced very little. October, 1896, 14c. to 16c.; June, 1897, 18c. to 22c.; September, 16c. to 19c.

Gum, Benzoin.—Very regular as to quality at 25c. to 38c.

Gum, Guaiac—Has declined, selling at 12c. to 22c. for good.

Gum, Kino.—Why this article should fluctuate so much, no doubt is owing to small supply. October, 1896, $3.50; January, 1897, $3.25; February, $3; May, $2.60; June, $2.40. This is the price at this writing.

Gum, Mastic.—Slowly declining. October, 1896, 42c.; September, 1897, 39c.

Gum, Myrrh.—Quality makes the price, selling at 16c. to 35c. during the year.

Gum, Shellac.—We give report as written by our friends and members, Messrs. Rogers & Pyatt:

"We beg to state that the shellac market during the past year has not exhibited any unusual activity. Business has been confined chiefly to legitimate jobbing and consuming requirements. Speculation has been noticeably absent. Shipments from Calcutta have been larger than were generally expected, based upon advices received during the summer and fall of 1896, predicting short crops of stic lac, and the quantity landed in the United States from Sept. 1, 1896, to Sept. 1, 1897, amounted to 46,940 cases, all grades.

"The market prices have shown a fluctuation of about 2c. to 3c. per pound. Prices on Sept. 1, 1897, on various grades of orange were 3c. lower than on the same grades at corresponding period last year."

Jobbing prices for shellac from September, 1896, to September, 1897:

1896.	Fine Orange.	Orange.	Native.	Garnet.
September	26 to 28	24 to 25	21	20
October	27 to 30	23 to 26	20	21
November	27 to 31	23 to 26	22	22
December	27 to 35	23 to 26	21	21
1897.				
January	26 to 34	23 to 25	19	21
February	25 to 32	22 to 24	18	20
March	24 to 29	21 to 24	18	19
April	24 to 29	21 to 24	18	19
May	23 to 28	21 to 23	17	19
June	23 to 27	20 to 22	15½	18
July	22 to 24	19 to 21	16	18
August	22 to 24	19 to 21	16	18
September	22 to 24	19 to 21	16	18

Gum Tragacanth.—Not many changes. Oct. 1, 1896, Alleppo, 68c.; second, 50c. to 55c. July 1, 1897, Alleppo, 60c.; second, 44c. to 50c. Sept. 1, 1897, Alleppo, 65c.; second, 52c. to 57c.

Hops—Have been selling very low the past few years. October, 1896, 8c. to 12c., lately advanced; September, 1897, 15c. to 20c.

Insect Powder.—Higher prices the past year. October, 1896, 22c. to 28c.; March, 1897, 25c. to 32c., as to quality.

Leaves, Buchu, Long.—Very steady all year at 20c. to 25c.

Leaves, Buchu, Short.—Advanced as follows: October, 1896, 6½c. to 8c.; February, 1897, 9c. to 12c.; June, 12c, to 13c.; August, 8c. to 10c.; September, 10c. to 14c.

Leaves, Belladonna.—October, 1896, 9c.; November, 15c.; February, 1897, 12c.; July, 9c.; September, 9c. to 11c.

Leaves, Cocoa, Huanacoa—Have declined. Quoted: October, 1896, 22c. to 23c.; April, 1897, 19c. to 20c.; June, 17c. to 18c.; September, 15c. to 17c.

Leaves, Cocoa, Truxillo—Also declined as follows: October, 1896, 15c. to 17c.; February, 1897, 12c.; April, 13c. to 14c.; August, 12c.; September, 10½c. to 11c.

Leaves, Digitalis—Have advanced, as they have been very low. October, 1896, 7c.; June, 1897, 6c.; September, 11c. to 13c.

Leaves, Hyoscyamus.—Prices running 6c to 10c. all the year, new crop choice being 12c. to 13c.

Leaves, Senna.—Alexandria is lower. October, 1896, 18c. to 30c.; September, 1897, 12c. to 24c. for garble and whole leaf as to quality.

Leaves, Tinnevelly—Is somewhat higher, especially the low grade. October, 1896, 4c. to 14c.; September, 1897, 7½c to 15c.

Manna, Small Flake.—Very steady all the year from 28c. to 32c.

Menthol.—We give prices showing decline until past two months, when it again advanced. October, 1896, $2.90; November, $2.65; January, 1897, $2.50; April, $2.20; May, $1.90; July, $1.80; August, $2; September, $2.10.

Morphia, Sulphate.—Considering the advance in opium, present price is low, selling in October, 1896, bulk, $1.40 to $1.55, advancing in March $1.55 to $1.80, as to makes.

Oil, Aniseed—Has fluctuated very much. It is now again on the advance, selling in 1896, October, $2.35 to $2.50; November, $2.30; December, $1.80; January, 1897, $1.75; February, $1.65; July, $1.70 to $1.80; August, $1.90 to $2; September, $2.10 to $2.20.

Oil, Bergamot—Has advanced the past three months. Quoted October, 1896, $1.80 to $2; November, $1.60 to $1.80; February, 1897, $1.50 to $1.70; June, $1.60 to $1.80; July, $1.85 to $2; September, $2 to $2.20.

Oil, Camphor.—Selling from 13c. to 16c. until this month; now quoted 12c.

Oil, Cassia.—Very irregular all the year. See the quotations: October, 1896, $1.85 to $2.40; January, 1897, $1.65 to $1.80; April, $1.50 to $1.70; June, $1.35 to $1.60; July, $1.45 to $1.75; September, $1.50 to $1.80.

Oil, Citronella.—In drums selling as follows: October, 30c to 35c.; January, 27c. to 30c.; April, 34c. to 36c.; May, 28c. to 30c.; September, 26c. to 28c.

Oil, Cloves.—Only recently advanced to 47c., has been 40c. to 42c. all the year.

Oil, Coriander.—Sales increasing. Price has been very steady, $8 to $10 per pound.

Oil, Croton—Has been advanced very much. October, 1896, 75c. to 80c.; November, 90c. to $1; July, 1897, $1.20 to $1.25; September, $1.10.

Oil, Cubeb—Declined and is now very cheap. Sales seem to be less than when it sold for $10 per pound; now selling October, 1896, $1 to $1.10; January, 1897, 80c.; September, 70c. to 75c.

Oil, Lemon.—This remains very low, selling October, 1896, $1 to $1.60; in August, 1897, 80c. to $1 for highest grades.

Oil, Neroli Petali.—Very regular and low in price, $28 to $32 per pound all the year.

Oil, Orange, Sweet—Advanced during the year. October, 1896, $1.40 to $1.70; September, 1897, $1.65 to $1.90.

Oil, Pennyroyal—Has been steady from 70c. to 85c. Some has been offered that will not stand the test at 60c.

Oil, Peppermint.—This has got to be at a very low mark, and there is plenty offering.

1896.	Western.	Wayne Co.	Hotchkiss.
October	$1.30	$1.40	$1.80
November	1.20	1.30	1.60
1897.			
April	1.10	1.20	1.50
June	1.00	1.10	1.45
September	.90	1.05	1.35

Oil, Sassafras, Natural.—As usual, this cannot stay regular, selling October, 1896, 42c.; November, 44c.; March, 1897, 41c.; April, 37c; June, 33c; August, 38c.; September, 40c.

Oil, Sassafras, Artificial—Has been selling all the year at 32c. to 38c.

Oil, Sandalwood—Declined, selling in October, 1896, East India, $4.25 to $4.75; September, 1897, $3.30 to $4, and West India, 1896, $2 to $2.25; now, in September, 1897, $1.70 to $1.90.

Oil, Spearmint.—Demand for this decreasing and price is lower, October, 1896, $1.60 to $1.75; September, 1897, $1.20 to $1.40 per pound.

Oil, Wintergreen.—The true selling $1.60 to $1.70, that from birch selling $1.10 to $1.25 per pound. The latter is now the principal article sold.

Oil, Wintergreen, Artificial.—Very few changes, price October, 1896, 50c.; April, 1897, 45c.; August, 50c. to 55c.

Oil, Wormseed, Baltimore.—This has gone up very much, some speculators getting control, going into the country and buying from the farmers. The same effort is made at this writing, but price has declined. It may be advanced as soon as all the oil is in, believed to be about 5,000 pounds this year. Selling October, 1896, $1.75 to $1.90; December, $2; February, 1897, $2.75; April,

$3.25; August, $2.75; September 1, $2.50; quoted September 23 at $2, but none offering. The farmers may hold on to their oil for some time; it is a by-product and all profit for them.

Oil, Castor.—This has advanced during the year, selling October, 1896, in barrels, 8½c.; advanced Oct. 20 to 9½c., Nov. 1 to 10½c., Nov. 14 to 11c., January, 1897, to 12c. and 12½c., and continued at this price. Lubricating castor oil only advanced September, 1897, to 10c. in barrels.

Oil, Cod Liver, Norwegian.—This has declined very much. See the changes: October, 1896, $50 to $52 per barrel; December, $43 to $45; January, 1897, $40 to $42; February, $36 to $38; March, $26 to $27; May, $21 to $23, and now, September, $20.50 to $22.50, the fine fancy brands selling about $4 per barrel higher. The oil of 1897 is very fine.

Oil, Cod Liver, Newfoundland—Declined with the Norwegian, selling in October, 1896, 85c. per gallon; now, in September, 1897, at 60c. per gallon.

Oil, Cottonseed.—This has advanced, good fine winter oil selling October, 1896, 30c. to 32c.; now, September, 1897, 36c. to 38c.

Oil, Neatsfoot.—Price all year steady, selling pure white, 56c. to 60c., and the No. 1 42c. to 45c. per gallon.

Oil, Olive, Virgin.—Only advanced after passing of tariff bill, selling up to July $1.40, now $1.55, this in casks, the 1-gallon tins selling at an advance of 20c. to 25c.

Oil, Olive, Malaga—Has remained steady, selling all the year at 50c. to 55c. per gallon. There is still a very large sale for this.

Opium.—The trade journals have so very correctly kept us all posted on the changes and causes thereof, we can only give figures. The putting of a tariff of $1 per pound has helped many of us to increase our profits. Prices in October, 1896, $2.15; November, $2.12; December, $2.20; January, 1897, $2.15; February, $2.10, declining to $2; March, $1.90 to $2.40; April, $2.25 to $2.30; May, $2.30 to $2.50; June, $2.30 to $2.20; July, $2.20 to $2.40; August, $2.30 to $2.40; September, $2.40 to $2.60. The imports of opium the past year were very heavy. June 30, 1896, to June 30, 1897, 1,072,914 pounds, being 716,400 pounds more than was imported the year previous. Opium crop, 1896, 7,600 cases, 3,100 cases more than the year 1895.

Paris Green.—Price fixed in February and no change. The demand is growing less every year; 1897 arsenic, kegs, 11½c.;

100-pound kegs, 12c.; 14-pound cans, 13c.; 1-pound, 13½c.; ½-pound, 14½c.; ¼-pound, 15½c.

Potash, Bichromate.—Regular price all the year 10¼c. to 10½c.

Potash, Bicarbonatc.—Remains steady, 8½c. to 9½c.

Potash, Bromide—Advanced 3c., selling October, 1896, 39c.; April, 1897, 42c.

Potash, Chlorate, English.—Probabaly as low price as we will ever see. October, 1896, 7c. to 8c.; May, 1897, 9c. to 10c.; August, 9½c. to 10½c.

Potash, Citrate.—Now being used very largely, has declined, selling October, 1896, 48c.; August, 1897, 34c.

Potash, Iodide.—The first decline in eight years, selling October, 1896, $2.75, and dropping May 1, 1897, to $2.35, a surprise to many of us.

Potash, Permanganate.—This has fluctuated some, but not very much, selling October, 1896, 20c. to 21c.; November, 23c. to 24c.; May, 1896, 19c. to 20c.; September, 20c. to 21c.

Quicksilver.—This has kept in bounds the past year, selling October, 1896, at 49c.; January, 1897, 51c.; March, 54c.; July, 51c.; September, 50c. to 52c.

Quinine.—Your committee begs to be excused from saying much about this. Trade journals have written theories and given statistics, and, telling plain facts, many of us could not get quinine. We believe with the recent advance in prices we will get good supplies. Selling October, 1896, foreign, 22c.; American, 24c.; November, 16c. to 20c.; Feb. 1, 15c. to 17c. All this time dealers and speculators were getting 2c. to 3c. advance. May 20 American makers advanced to 19c., except one. They advanced July 24 to 19c., foreign advanced July 27 to 17c., Aug. 6, American advanced to 21c.; Sept. 13 several American makers advanced to 25c., Sept. 20 foreign makers advanced to 21c. No one will make contracts for any large quantities. Imports June 30, 1896, to June 30, 1897, 2,696,492 ounces, a decrease of 663,326 ounces.

Rochelle Salts—Has been steady all the year. Quantity, price 19c. to 19½c.

Roots, Aconite.—This has advanced, selling October, 1896, 5½c. to 7c.; May, 1897, 8c. to 9c.; June, 10c. to 11c.; September, 11c to 12c.

Roots, Blood.—Sales of this are increasing, and, owing to scarcity, prices were high during the year, selling October, 1896, 7c.

to 8c.; December, 12c. to 15c.; March, 1897, 15c. to 18c.; April, 25c.; June, new spring dug root, 10c.; September, 6c. to 7c.

Root, Gentian—Was high last year, but has gone up again, selling October, 1896, 5c. to 5½c; November, 7c. to 7½c.; August, 1897, 6c. to 7c.

Root, Ginger, Jamaica.—The following will explain: October (1896) natural, 17½c. to 19c., bleached, 19c. to 20c.; November natural, 19c. to 20c., bleached 20c. to 21c.; January (1897) natural, 17c. to 18c., bleached 19c. to 20c.; February natural, 15c. to 16c., bleached, 20c. to 22c.; March natural, 14c. to 15½c., bleached 18c. to 19c.; April natural, 17c. to 19c., bleached 20c. to 21c.; June natural, 19c. to 20c., bleached 20c to 22c.; September natural, 18c. to 19c., bleached 19c. to 20c.

Root, Ginger.—October, 1896, 4c. to 4½c.; September, 1897, 5c. to 5½c.

Root, Ginger, Calcutta—Advanced 1c., 1896 selling 3½c.; June, 1897, 4½c.

Root, Ginseng—Declined, October, 1896, $3.50 to $4.50; September, 1897, $2.50 to $3.25.

Root, Golden Seal.—This, as usual every year, has had many changes, selling October, 1896, 19c.; November, 26c.; December, 30c.; January, 1897, 25c.; May, 27c.; June, 25c.; July, 21c.; August, 23c.; and September, 22c. to 25c.

Root, Jalap.—Low price and steady all year, 10c. to 11c.

Root, Ipecac.—This has advanced, selling October, $1.40 to $1.45; May, $1.55 to $1.60; June, $1.80; September, $1.60.

Root, Lady Slipper.—Demand increasing, supply decreasing; causes, unsettled prices; selling October, 1896, 9½c. to 10c.; April, 1897, 15c. to 18c.; May, 8c.; June, 10c.; July, 12c.; August, 14c.; September, 18c. to 20c.

Root, Mayapple.—This is now a big seller in many houses; prices change as demand increases, selling October, 1896, 4c. to 4½c.; November, 5½c.; December, 12c.; January, 1897, 13c.; February, 9c.; April, 6½c. for new, 8½c. for old; May, 5c; now, September, 3½c. to 4½c., as to quality.

Root, Orris.—A heavy decline. Florentine, October, 1896, 16c. to 18c.; November, 19c. to 20c.; March, 1897, 14c. to 16c.; September, 11c. to 13c.; Verona, same decline; October, 1896, 12c. to 14c.; now, September, 1897, 8c. to 9c.

Root, Pink.—Very steady. All year, 18c. to 22c.

Root, Rhubarb.—Advanced very much; 1896 Canton, 20c. to 40c.; Shensi, 40c. to 50c.; September, 1897, Canton, 32c. to 40c.; Shensi, 50c. to 65c.

Root, Sarsaparilla.—Honduras higher, 1896, 24c. to 27c.; 1897, 30c. to 34c., and Mexican, 5c. to 5½c., all the year.

Root, Senega.—Minnesota selling October, 1896, 24c. to 30c.; July, 1897, 20c. to 22c.; September, 25c.

Root, Senega, Southern.—Steady, 29c. to 35c. all the year.

Root, Stillingia.—Has declined, supply increasing, selling October, 1896, 4½c. to 5c.; now, September, 1897, 2½c. to 3¼c.

Root, Serpentaria, Texas.—Declined October, 1896, 19½c. to 21c.; September, 1897, 18c. to 19c.

Root, Serpentaria, Virginia.—Steady, 28c. to 30c. all the year.

Root, Squill.—Regular all this year, 3c. to 4½c.

Saffron, American.—Price of this has been downward all the year, declining 1c. per month, selling October, 1896, 25c., and in September, 1897, 12c. This is a very low figure.

Saffron, Valencia.—Advanced very much, selling October, 1896, $7 to $7.50; November, $9 to $10.50; December, $11 to $12.50; April, 1897, $10 to $11, which is the present price.

Salicine.—Has been steady, $2.50 to $2.60 per pound.

Santonine.—Selling $2.75 to $3 all the year.

Sulphur.—Roll and flowers in the range 1½c. to 1¾c., less quantity discount.

Seed, Anise.—Steady, 5½c. to 6c.

Seed, Canary.—Low price ruled until September, 1897, Sicily selling 2¼c., now 2¾c.: Smyrna, 1⅝c., now 2⅜c.

Seed, Cardamom.—Have advanced, October, 1896, 60c. to 75c.; September, 1897, 95c. to $1.20.

Seed, Carni.—Steady all year, 4½c. to 5c.

Seed, Celery.—This has declined the past month, selling October, 1896, 8½c. to 9c.; now, September, 1897, 6½c. to 7½c.

Seed, Coriander.—Remains very low, 2c. to 3½c., as to quality.

Seed, Flax.—Steady price, 1¾c. to 2¼c.

Seed, Hemp.—Regular all year, 2¼c. to 2¾c.

Seed, Mustard.—Yellow California, 2½c. to 3c.; Trieste, 3½c. to 4c.

Seed, Pumpkin.—Selling 5c. to 8c., as to quality.

Seed, Sunflower.—Very low, 2½c. to 3½c. all year.

Seed, Watermelon.—Advanced during the year, selling 7c. to 10c.

Silver, Nitrate.—Declined. October, 1896, 43c.; September, 1897, 39c. to 39½c. per ounce.

Spermaceti.—Has been within the range 30c. to 34c. all the year.

Spice, Cassia.—China make, as all other species, have advanced; October, 1896, 7c. to 7½c.; September, 1897, 9c. to 9½c.

Spice, Cloves.—October, 1896, 4½c.; September, 1897, 6c. to 6½c.

Spice, Mace.—October, 1896, 42c.; September, 1897, 46c.

Spice, Nutmeg.—October, 1896, 32c.; September, 1897, 35c.

Spice, Pepper, Singapore.—October, 1896, 5½c.; September, 1897, 7¾c.

Spice, Pimento.—October, 1896, 4¼c.; September, 1897, 7c.

Vanillin.—Here we have a most remarkable decline; selling October, 1896, ounces, $5; November, $4; December, $3; February, $2; March, $1, when none of us could get enough, and $2.50 was the outside price in July. After passing the tariff bill the price was $1.70. The duty is 70c. per ounce.

Soap, Castile, White.—Regular price, 8½c. to 9¾c., as to brand.

Soap, Castile, Mottled Pure.—6c. to 7c. all year.

Soap, Castile, Mottled Ordinary.—4c. to 4¾c.

Soda, Bicarbonate.—From 1½c. to 5c., as to brand.

Soda, Bichromate.—Steady all year, 8c.

Soda, Bromide.—Advanced 3c.; now, September, 47c.

Soda, Salicylate.—Advanced with salicylic acid to 48c. in July.

Sugar, Milk, Powder.—October, 1896, 12c. to 13c.; May, 1897, 14c. to 16c.; August, 11c. to 13c.

Venice Turpentine.—Selling 15c. to 18c. all year.

Wax, Yellow.—Price all year from 25c. to 28c.

Wax, Japan.—Declined, 1896, 9½c. to 10c.; 1897, 8¼c. to 9c.

Wax, Parafine.—130 degrees netting 5½c. to 6c.

Respectfully yours,

Geo. L. Muth, Chairman.

The President—If there is no objection this report will take the usual course and go to the Board of Control. The next report is that on Paints, Oils and Glass, Gen. E. L. Molineux, of New York, chairman.

Mr. Weller presented the report as follows:

REPORT OF COMMITTEE ON PAINTS, OILS AND GLASS.

National Wholesale Druggists Association:

Your committee regrets that its report can only be made on general lines as respects the paint, oil and glass branch of the drug trade. Since the last meeting of your association this line of trade has had to contend with the unsettled state of chemicals, crude materials and vegetable oils. This unsettled state has been caused by the tariff agitation and the uneasy feeling throughout the United States as to politics and finances. In brief, the last twelve months' quotations show schedule of prices lower than ever before known by painters and decorators, buyers holding off from ventures in the improvements of real estate, and manufacturers of agricultural implements and those in control of railroads, steamships and other transportation corporations awaiting the return of prosperity before branching out or increasing their present stock. Whether favorable or unfavorable, as it may be looked upon by the advocates of free trade and protection, the final passage of the Dingley Tariff Bill has resulted in higher prices of not only metallic bases and their chemical compounds, but also increased the general cost of linseed oil, paints and glass. For particulars as to such advance, the Paint, Oil and Drug Reporter and other newspapers have given the desired information to close watchers of the market.

From private, and, in our opinion, reliable sources, we are enabled to state that the estimate of a year's consumption of the three great staples of paint is as follows:

Carbonate of lead, white lead.....76,000 tons.
Oxide of zinc, white zinc.....30,000 tons.
Linseed oil 36,000,000 gallons.

The raw materials to produce these staples, namely, linseed and metallic ores, are the products of American farms or dug from American soil. To which may be added thousands of tons of yellow and red oxides of iron obtained from the same kindly sources.

To enumerate the colors which are consumed throughout the country, and which are chiefly composed of the various salts of lead not estimated in the above consumption, we are not able to

obtain estimates, and, in fact, the amount handled by druggists has lessened year by year, who, from the character of their orders, seemed to have confined their attention to dealing in white lead, white zinc and linseed oil and the line of tints in oil technically known as "prepared, or ready-mixed, paints."

This is not to be wondered at, for the decided drift is toward the consumer being his own painter, or, at least, patronizing local labor and skill in the application by the paint brush.

It is to be regretted that no report can be made respecting the important subject of glass, but those of this committee who have been enabled to join in this report are not dealers in or manufacturers of that article, and are without data.

In conclusion the committee would state that the subject of paris green has not been touched upon for the reason that it is no longer considered, either by state laws or laws of the United States, as exemplified by the tariff legislation, as a painter's color, but as an insecticide. Respectfully,

EDWARD L. MOLINEUX.
Chairman.

M. D. EGERS.

The President—If there is no objection the report will take the usual course and go to the Board of Control. We will now take up the report of Committee on Credits and Collections, Mr. A. Cressy Morrison, of New York, chairman.

Mr. Morrison read the following report:

REPORT OF COMMITTEE ON CREDITS AND COLLECTIONS.

Twenty-one times a valiant band of explorers, organized for research, and armed with the enthusiastic spirit of inquiry, have traversed the various intricacies of finance, endeavoring to solve for the Wholesale Druggists Association the very important questions of finance involved in credits and collections. During this interval they have delved into every cranny and corner of the subject, have found repeatedly the remedy, the panacea, and the

specific, have charged full tilt upon the association, and have been rewarded with an occasional resolution, thrown over the battlements as it were, but have ultimately discovered how ineffective their efforts have been against the inertia which is characteristic of the individual in almost every organization, have furled their banners and relapsed into quiescence. The inertia of the individual is one of the expressions of human nature, and in the analysis of human nature, as applied to credits and collections, we will find the solution we are seeking and perhaps discover an individual motive of sufficient strength to move a majority of the members of the National Wholesale Druggists Association individually, and ultimately get the whole body into action on a subject of such vital importance to all.

The first question which your committee endeavored to solve was the concensus of opinion on establishing uniform time for open accounts. One hundred and four replies were received giving a definite expression, seventy-nine were in favor of establishing a uniform time; twenty-seven were not; eight discussed the matter, but left it open. Of the twenty-seven, many said no because they considered the plan impracticable. Of the seventy-nine many said yes, provided it could be done. The net result was a practical uniform expression in favor of uniform time. The vast majority were in favor of thirty days; ten days to be considered as cash.

The South reported the necessity of longer time, and admitted that where longer time was granted, higher prices must be obtained. The old habit of waiting for crops has an immense bearing upon credit in the South at the present time. Even in New York state it was noted that in the grape district longer time must be granted while awaiting the harvest moon with its festival to Bacchus.

In the West longer time has been customary and larger discounts. In the far West longer time has been in existence for a number of years, namely, sixty days, and to all appearances this is satisfactory, both to the jobber and the trade, except when they say they come into competition with Eastern houses, who are not particular about the rebate agreement, and who sometimes grant ninety days in order to place the goods.

It is nevertheless true that the trade is ripe for the establishment of thirty days' time, and, as has been aptly said by one of the correspondents, there is a direct and definite answer to the state-

ment that jobbers will not live up to it in the fact that they will live up to thirty days quite as well as they now live up to sixty. It simply gives them a new starting point.

Nearly all proprietary goods are on thirty days' time. There is no reason why the wholesaler should give the retailer more time than he himself is getting. Present profits will not permit it. On the other lines which the wholesaler carries there is little better reason for longer time.

Discounts are 1, 1½ and 2 per cent.; none lower than 1; none higher than 2. These discounts are based upon ten days cash or an open running account in cities on an average adjusted differently according to localities. If thirty days' time was universally established, the balance of sentiment would be in favor of 1 per cent. discount within ten days. Thirty days' time and 1 per cent. discount is the rule established by a large majority to-day. These would not be affected. A change from sixty to thirty days and from 2 to 1 per cent. would be of immense value to a large number of members, and in the correspondence no reason has been urged against it aside from the statement of the individual that he is afraid it cannot be brought about because others will not adhere to the new principle. The root of all evil in associations where co-operation and self-sacrifice are somewhat necessary, is lack of faith on the part of members in each other.

Having adopted uniform time and uniform discounts, there enters into the situation the problem of those inevitable overdue accounts, for which some provision must be made. Human nature again. One correspondent declares that the retail druggist has a constitutional objection to paying interest on overdue accounts. Another jobber within two hundred miles declares that he always charges on overdue accounts without regard to what his neighbor may do. Eighty-six jobbers declare for interest on overdue accounts; twenty-three say they do not believe in it. In the South they would like to charge interest, but find it practically uncollectible, and where compelled to give unusually long time, meet the situation in another way. In the far West the tendency to charge interest is very general, and it seems to be successfully collected.

One suggestion says that every account should be paid at the end of thirty days in notes bearing 6 per cent. interest. Another meets the objection to this system by adding that these notes should not be for more than ninety days in any case, and should

be rigidly collected. Does it not seem that with such an overwhelming majority in favor of the principle of uniform time, uniform discounts, and a uniform system of collecting interest, in spite of the slight divergences from this principle, as expressed by a few individual members, something like harmony and good faith could be brought about and a system adopted on the basis of uniform conditions for the retailer—conditions to which the jobber himself is pledged practically to submit, and which he finds ultimately to his great advantage? It is the sense of the committee that uniform terms can be arrived at, and that a system of charging interest on open accounts can be established and maintained. It simply demands from this association the co-operative reciprocity among its members for which it was organized.

Ten years ago the chairman of this committee reported to you that the time was auspicious for the accomplishment of this end, and for ten years this association has drifted on without taking any decided action, and has suffered from the evils of divergent terms. To-day, after the lapse of a decade, the attitude of mind among the wholesale druggists seems to be practically the same, but conditions are somewhat improved because the pressure of business and competition has forced the more universal adoption of shorter time and smaller discounts. You are nearer to a uniform basis naturally than you were ten years ago. It is the sense of this committee that the terms and discounts are at least an attainable mean, and that interest on open accounts can ultimately follow; and it recommends to your honorable body that your Board of Control formulate a resolution moving the adoption of uniform terms, and present it to this association during this meeting, that it may be carefully considered.

The Credit and Collection Bureau.—It has been suggested by many members and emphasized by one, that the establishment by the wholesale drug trade of a credit and collection bureau would be of inestimable value in reducing losses from bad accounts; the broad outline simply contemplating the establishment of a single bureau with an intelligent man in control, who should have no trade affiliations, should be paid adequately for his whole time, should have sufficient clerical assistance to meet all requirements, and should be located centrally as regards the trade. Fifty-three members decided that such a bureau was not desirable; forty-two said yes; nineteen took no position. Of the fifty-three, many said no because of various objections to the fundamental idea, as ex-

pressed above. They recognized many of its weaknesses. Of the forty-two, many said yes with qualifications. Of the nineteen, many advanced ideas, but did not admit or deny the feasibility of the original plan. The whole tenor of the correspondence shows that the plan as originally outlined is not feasible.

The first objection seems to be, as usual, a lack of faith—a doubt as to the real and honest co-operation of all who desire to avail themselves of the bureau. The emphasis placed upon the "competent man without trade affiliations" shows that some of the warmest advocates of the plan are a little nervous about it.

Another source of objection is the fact that, for instance, the Pacific Coast would scarcely be benefited at all, the South could get little advantage, the far East has nothing to do with the Middle States, and, in any event, the time which would elapse in getting reports would be an almost insuperable obstacle to the establishment of a central bureau. One wise member suggests that the thirteen divisions which have been established by the Proprietary Committee might be utilized for the establishment of thirteen sub-bureaus. Another suggests that the local drug organizations and exchanges accomplish all that is required, while a voice of despair announces in sepulchral tones: "I have tried twenty years to organize the few local wholesalers, but we see the idea of co-operation is dead."

Around the fringes of these various objections is an occasional sprinkling of "We are afraid it will be too expensive." One correspondent, fully comprehending the immense scope of the subject, grasping the infinite detail to be mastered by such a bureau, seizing with acute intellectual acumen the full range of the subject in its multitudinous ramifications, and recognizing, as we all do, the ability of that courteous and industrious gentleman for whom we all have an affectionate regard, wants to add the whole credit and collection bureau to the duties of the secretary, and says nothing about increasing his salary.

Out of this mass of accumulated thought comes a hungry cry for a credit and collection bureau, an earnest protest against the condition which will permit a retail druggist with $5,000 capital to establish his credit with two or three houses and then, on the verge of failure, purchase, on credit so established, from a dozen others, not only in his own, but other lines, goods for which he can never pay; a voice which says that the extension of credits, the earnestness to sell, the enthusiasm of an overzealous salesman and the fear

of a competitive house taking a customer away, have caused the failure of many a retailer whose intentions were really good. He has simply been overstocked and swamped. Against this condition must be brought to play the intelligence of this association, and whether it is by means of a credit and collection bureau or not, it is a problem which, in view of decreasing profits, must be solved.

The weakness (and it seems to be vital) of a credit and collection bureau established by a single line of trade, as in the case of the Wholesale Druggists Association, where, as a matter of fact, the customers of that association are handling goods in various other lines (as, for instance, the combination in the West of drugs and wall paper, or in the case of general stores in the South, which handle drugs largely), is in the fact that the information which each druggist might give the other regarding the amount of credit extended by him to a certain individual might be no indication whatever of the amount extended to that same customer by the wall paper manufacturer, the wholesale grocer, the cigar man or the money lender. Resort might be had to the commercial agency reports, which are indeed valuable as a general indication, and which endeavor to give local opinions regarding standing and character; but in the case of most of its customers, each drug house knows better than any commercial agency the individuality of each purchaser, and has practically everything in its possession regarding him except the extent to which he is buying and the credits extended by other houses.

Suppose, for instance, that you should suddenly become aware of the fact that the customer who owed you $800 owed your neighbor $800, owed $1,600 to a wholesale grocer, owed $500 for cigars, and suppose you further knew that his stock could not inventory more than $2,000, and you firmly believed that his ready cash did not exceed $500. Would you not think it was about time to either collect your money or refuse to fill further orders? Could a bureau established by the Wholesale Druggists Association give you information outside of that organization? Certainly not. Then, if established in each location by this association and yet limited to the membership, it certainly could not be regarded as infallible—far from it. It's very weakness would soon be so apparent to its members that they would decline to give it their support.

It therefore seems that first, from a lack of mutual confidence; second, from the impracticability of establishing a credit and col-

lection bureau in sufficient localities, as it would probably cost not less than $30,000 a year to maintain it, which means $100 per annum for each member; and third, from the inherent weakness of the plan, because of its limitations to one line of trade, the credit and collection idea, conducted by itself, does not seem to be available for this organization.

Many of the correspondents have referred to the credit and collection bureaus organized by private enterprises, which are an outgrowth of a similar desire of various other business associations, of which some of our members have availed themselves. Among those which have been especially emphasized as available is one which was organized precisely on the basis of the idea which has found expression as the basis of this report, and which by locating itself in large business centers, establishing there offices for the transaction of local business, and by making itself general by including every kind of allied trade, has gradually elevated itself to a position where its utility is being demonstrated. The practical workings of this organization are of interest to every member of this association.

It will demonstrate, first, that the theory on which so many minds among our members have been working, is correct, and point out how this theory has been put in practical operation, and the results attained thereby. So much sentiment has been created in favor of a credit and collection bureau, and the theory is so accurate, that it is not within the province of your committee to lay it aside simply because it appears difficult; and, therefore, in order that the opinion of many members that this bureau should be established, shall be justified, and the reasons for and against a bureau for this organization shall be presented from an expert standpoint, the chairman of this committee requested the vice-president of the Credit Clearing House, Mr. Thomas S. Couser, to explain the practical workings of a credit and collection bureau, that you may be able to get before you all the evidence in the case before you take action. Mr. Couser was kind enough to accept the invitation, and I ask for him, Mr. President, the privilege of the floor.

A. CRESSY MORRISON, Chairman.

Mr. Kline—I am acquainted with the gentleman who has been referred to in the report. He was in a dilemma. He was asked to contribute an article upon the N.W.D.A.,

to be published by a pharmaceutical journal and given wide circulation, and in a moment of weakness, without having the ability of the chairman of the Committee on Credits and Collections to write such an article, he accepted the appointment, but when he came to the writing of it he found a lack of subjects and a lack of words, and so, among other things, this gentleman suggested the feasibility of adding to the other work of our organization a credit bureau. I happen to know that he is very glad that he has brought out so much discussion and correspondence on the subject as evidenced in this report, and he also asked me to say, if it came up in the meeting, that the idea, which was first suggested for our own branch of business, as stated in this report, has since been taken up in a way by the Credit Men's Association that I believe promises great usefulness, and I trust, therefore, that the suggestion that the gentleman whom I understand represents this association shall be accorded an opportunity to be heard, will be carried out.

The President—The Board of Control will recommend it and state a time when this gentleman may be heard. The next business is a report of the Committee on Passenger Rates and Routes. Mr. Peters is chairman of the committee.

Mr. Peters—It has not been customary to make any report of that committee. In the present instance I will simply refer you to the roll of attendance.

The President—The Committee on Fraternal Relations will next report. The chairman of the Board of Control will read the report.

Mr. Weller—The Committee on Fraternal Relations has not sent in a regular report. Mr. Dicks, of New Orleans, simply says this: (Reads letter.) I will simply state that the Board of Control have taken the letters

that are inclosed with this letter from Mr. Dicks and have made their recommendations on these letters, which will be presented later.

The President—We have about half an hour, and if Mr. Peters thinks that he can read the report of the Committee on Legislation in that time we would be glad to hear from him now. Mr. Hance is detained by a death in his family, and requested Mr. Peters to read the report for him.

Mr. Main—The report is very lengthy, and we may not have time to hear it all.

Mr. Peters—I think a considerable portion of the report need not be read; it is in the nature of copies of circulars and legislative records. I do not imagine that the report will take more time than is at our disposal.

Mr. Peters then read the report, as follows:

REPORT OF COMMITTEE OF LEGISLATION.

Mr. President and Gentlemen:

Since the last report of this committee little has occurred to demand its attention except congressional action on a national bankruptcy law and the still unaccomplished exemption from tax on spirits used in medicine and the arts.

The last named subject has received the same industrious consideration that was given to it by the former committees on legislation, but up to this time the sought-for relief has not been obtained.

Since the last meeting of our association the joint congressional committee has been giving this question the careful, thorough and earnest attention its importance demands, and during the interval between the 54th and 55th Congress, that committee received arguments for and against free alcohol from interested parties.

The most important hearing it gave was in New York—in the rooms of the Board of Trade and Transportation, kindly proffered by the drug trade section—during its session of the week com-

mencing Monday, November 30th, 1896. At this largely attended and interesting meeting the Congressional Committee gave patient attention to a number of speakers, both for and against the cause.

The chief opposition came from those interested in the wood alcohol industry, who feared injury through the removal of the tax from grain alcohol.

Your association was represented at that hearing by several members of the Committee on Legislation, when the accompanying paper, marked I, was read and presented. As the papers A and B to which that refers have been embraced in previous reports, it would seem unnecessary to burden this one with them.

The Congressional Committee has been seeking information from trade channels through its letters of inquiry, in which detailed questions are asked concerning consumption of alcohol in the arts, and the various phases presented through a prospect of securing that commodity free from tax.

It has also been collecting data of the laws of foreign countries regulating alcohol for medicine and the arts.

From these various sources sufficient information should be obtained to form an intelligent opinion of the practicability of affording alcohol for these purposes free from tax without too much danger of extensive fraud upon the revenue.

The whole question is embarrassed by so many conflicting interests and sentiments that no opinion can be hazarded of the recommendation that this committee will make to the next Congress; and what will be the result of the deliberation of this subject by Congress is just as uncertain.

Your committee has used its best endeavor to maintain the cause for free alcohol, believing that to be the desire of the great majority of the members of the association, and in this report desires to express its thanks for the hearty co-operation of the members whenever they have been called upon to exert their influnce upon their congressional representatives.

A large amount of work for the cause has been accomplished; to here detail it would simply burden this paper to a tiresome extent, particularly in view of the very full information on the subject that has been given in previous reports and the general familiarity that our members now have with it, largely due to the "Oil, Paint & Drug Reporter" of New York, through its Washington correspondent.

At the hearing before the Investigating Committee, the opposition to the proposal to give free alcohol in the arts and medicines

was conducted chiefly by representatives of the wood alcohol industry. The principal arguments were made by them, and it was understood that representatives of other trades who appeared on the same side had, in part at least, attended at the suggestion of the wood alcohol industry.

The opposition of the makers of wood alcohol to free alcohol in the arts and medicine is not based upon any objection to free alcohol in medicine, since wood alcohol does not and cannot enter into medicinal manufactures. Nevertheless, the granting of free alcohol for medicinal purposes is so intimately connected with its granting for use in the industrial arts, such as varnish making and hat making, that opposition to free alcohol in these arts is equally detrimental to the interests of the members of this association who desire free alcohol for medicine.

The disclosure, in answer to searching inquiries from members of the committee, of the present conditions of the wood alcohol industry, resulted in a proposition being made at the last session of Congress by Mr. Lindsey of Kentucky, when the Dingley Tariff Bill was under discussion in the Senate, to place a tax upon wood alcohol. Although stated by him to be "a pure matter of revenue," he advocated his proposed provision in the following terms (see Congressional Record, July 5, 1897, p. 2651):

"The wood alcohol industry gets the benefit of the tariff duties which exclude European alcohol. It gets the benefit of our internal revenue tax, which increases the selling price of American grain alcohol; and yet when a proposition is made that a committee of Congress shall investigate whether or not the manufacturers shall have an opportunity to have their alcohol at a lower price, this trust stands in the way of the investigation and fights the proposition at every step. The wood alcohol trust confesses that it has broken up all competition in the manufacture of charcoal, and it absolutely controls the price of the by-product if wood alcohol be a by-product, to the American consumers. The manufacturers are compelled to buy wood alcohol to use in their business, because the tax levied on American alcohol makes its price so high that it is impossible for them to use it in their business."

Senator Teller of Colorado also expressed himself to the same effect (see Congressional Record, same date, p. 2646):

"It is believed by a great many people that the reason why this tax cannot be reduced is because there is an interest in this

country which stands in the way of it, a financial interest; that the people manufacturing wood alcohol, who are closely connected with one of the greatest trusts in this country as I am informed, and this concern is practically owned by one of the greatest trusts in the country—and I might as well name it, the sugar trust—have sufficient strength to prevent its being done.

"I am told by reasonable and reputable men that the agent of the concern has, with the greatest effrontery, said to them, 'Gentlemen, if you interfere with the duty on wood alcohol, or if you interfere in the securing of the reduction of the tax upon distilled spirits, we will reduce your bonded period to nothing.' I know that some of the men who are engaged in the manufacture of distilled grain spirits have come to the capitol and have spoken in bated breath. They did not dare to talk out aloud when they complained of the way they were being treated for fear that when anything was done the bonded period, which has no relation whatever to the tax, as the secretary says, would be taken away from them as a matter of vengeance and spite."

The Committee on Legislation does not wish to be considered as favoring a tax upon wood alcohol, as this would add very greatly to the burdens of many of our industries which are already suffering from the heavy tax on grain alcohol.

We desire only to call attention to the fact that, although the amendment was defeated by a vote of 34 to 25, the conditions fairly illustrate the dangers threatened by an artificially fostered trade monopoly (created through distress to other industries) when it endeavors for purely selfish reasons to frustrate the just attempts of manufacturing industries to secure freedom from unnecessary burdens imposed upon them by the accidents of legislation.

Respecting the condition of the claims filed for rebate—in accordance with "Section 61" during the time it was a law—little can be conjectured until the decision in the Dunlap case (argued before the Court of Claims in June last) which will probably be rendered this autumn or winter, and finally be determined by the Supreme Court. On this hinges the relief that claimants seek from the nullification of the law by the treasury department.

After that principle is established, each case will no doubt be determined on its own merits, and possibly some disappointments will occur through the applicants being unable to substantiate their claims through omission of details of records, which may be pronounced essential to the proper safeguard of the revenues.

After due reflection upon the character of the hearing by the Congressional Committee, and the various prominent points there brought out, your committee sent to all of the members of the association, and others, the circular of March 4th, 1897, marked II. of attached papers, along with a copy of the draft of the proposed amendment (paper III.) and a form of petition (paper (IV.) to be signed by parties in favor, and intrusted to their members of Congress.

These petitions were very largely signed; and emanating, as they did, from so many Congressional districts of the various sections of the country, they could hardly have failed impressing senators and representatives, generally, that the welfare and interest of some of their constituents were involved in a law carrying such burdensome, unfair and discriminating taxation upon industries worthy of better consideration; particularly in view of the fact (so pointedly used by Counsellor King in his argument before the Court of Claims) that the Wilson-Gorman act professed to impose duties on manufactured products, while exempting raw material—but that many industries were further oppressed by this increased revenue-tax on spirits from 90 cents to $1.10 per gallon, or an additional burden of say 22 per cent. While even the counsel for the Government officers admitted that "the intention of these sections (Section 61 and that imposing the additional tax) taken together is evidently to increase the revenue from distilled spirits other than those used in the arts, etc., but to relieve from taxation, though by an indirect method, such spirits as were so used, i. e. in the arts."

Since writing the foregoing the following communication has been received from Wm. B. King, Esq. It so concisely states the present status of the Dunlap test case, that it will prove specially interesting to this convention; many of the members of which will remember the interesting and instructive paper, on the claims for rebate of the alcohol tax, which Counsellor King read at the convention of last October in Philadelphia.

"Washington, D. C., August 27, 1897.

"Edward H. Hance, Esq.,

"Chairman, Committee on Legislation,

"National Wholesale Druggists Association.

"Dear Sir:—

"In our report to you of October 1, 1896, submitted by you to the twenty-third annual convention of the National Wholesale

Druggists Association, we advised you of the history of the litigation up to that date in the prosecution of the claims for rebate of tax on alcohol used in the arts or in medicines under Section 61 of the Act of August 28, 1894. We then stated that the case of R. Dunlap & Co. had been agreed upon by the Assistant Attorney General and all counsel interested on behalf of the claimants, as the test case for decision by the Court of Claims and the Supreme Court of the United States. It was also there stated that the preparation of the case on behalf of the claimants had been completed, and that it was awaiting the action of the Attorney General, and that Hon. G. W. Wilson, Deputy Commissioner of Internal Revenue, had been called as an expert witness for the defense. It was also stated that the defenses to be made by the Government would be, first, that in the absence of appropriation to carry out Section 61 of the Act of August 28, 1894, the law was incomplete and no rights accrued to the manufacturers, and, second, that the making of regulations by the Secretary of the Treasury was a condition precedent to the accruing of a right to a rebate.

"We were not willing, however, at that time to make any prophecy as to the time of hearing of the case, since that was chiefly dependent upon the degree of speed of the officers of the Department of Justice in charge of the defense of the claim.

"In January, 1897, we were gratified to be advised by Charles C. Binney, Esq., the Special Attorney of the Department of Justice, who was in charge of this case, that he had progressed so far in his examination of the questions and in the preparation of his brief that he desired to have us submit an additional argument upon various points of defense. The particular points which he then suggested were, that in the absence of a specific appropriation there could be no recovery; that in all of the cases in which the tax was paid before August 28, 1894, at the old rate of 90 cents a gallon, there was no right to rebate, and that the proof in the Dunlap case had failed to identify the alcohol, a defect which he plainly intimated would arise equally in all other cases. A printed argument of twenty-two pages was prepared and filed by us on February 16, 1897, answering all these points of defense by reference to statutes, to the decisions of the Court of Claims and to the testimony in the case.

"On the 5th of March, 1897, the government called Charles A. Crampton, the chemist of the Internal Revenue Bureau, as a wit-

ness, for the purpose of establishing that it would have been impracticable to make regulations by which Section 61 could have been carried out. In the meantime the preparation of the defendant's brief was continued, and on the 30th day of March, 1897, Mr. Binney presented to the Court of Claims an argument covering one hundred and forty-two printed pages in which every possible objection to the case was presented and supported by arguments with great ability. The chief points raised were the following:

"1. That adequate regulations and compliance therewith were prerequisites to rebate.

"2. That the right to rebate depended on the determination by the Secretary of the Treasury of a question of fact, viz. whether adequate regulations could be made.

"3. That the law was not effective because supervision was contemplated and no appropriation made to pay the expense of supervision.

"4. That under no circumstances could a rebate be allowed of the tax prior to August 28, 1894.

"5. That the claimant, never having tendered to the Collector of Internal Revenue evidence of sufficiently convincing character to have satisfied him of the use of alcohol, cannot claim rebate.

"6. That the evidence failed to show the use of the alcohol.

"This argument required an answer both by the production of additional testimony and by a very elaborate discussion of the decisions of the Supreme Court and of the Court of Claims, of the statutes of the United States, and of the testimony taken both in this case, and before the Committee of Congress investigating the subject of free alcohol in the arts. As a first step two distinguished expert chemists were called to combat the statement made by Official Chemist Crampton, Dr. James H. Stebbins of New York, and Dr. H. P. Weidig of the firm of Charles Cooper & Co. of Newark, N. J., and their testimony was strengthened by that of Mr. R. Pyatt of the firm of Rogers & Pyatt of New York, himself a practical expert in all questions relating to the use of alcohol in combination with shellac.

"Testimony was also taken at the Dunlap factory. The Government responded by taking the testimony of Assistant Chemist Ewell of the Department of Agriculture on several technical and scientific points.

"An argument was prepared by us and filed in the Court of Claims on the 27th of April, 1897, covering one hundred and ten printed pages, devoted to answering one by one the six objections raised by the Attorney General. Supplemental briefs were filed by Mr. Binney consisting of thirty-eight printed pages, and by us on behalf of the claimants consisting of eight printed pages. A similar argument of eleven pages was also presented by Messrs. Harvey Spalding & Sons, counsel for other claimants. The entire printed record before the Court of Claims for the hearing of this case consisted of six hundred and thirty-four printed pages.

"As the session of the Court was growing to a close a special motion was made to set the case down for hearing and this was granted by the Court. The case came up for hearing on the 7th day of June, 1897, before the full bench of five judges and received the closest attention for three days. The defense was conducted by Mr. Binney and the case for the claimant was opened by Mr. William B. King and closed by Mr. George A. King with a brief intervening argument by Mr. Harvey Spalding. The general feeling at the close of the hearing, drawn from occurrences during the trial, was distinctly favorable to the claimant. The case was taken under consideration by the Court after the argument and the Court adjourned on the 24th of June, 1897, for its summer vacation without announcing a decision. The Court will not reassemble until the 18th day of October. In the meantime the case will be under consideration by the judges and upon their reassembling it will doubtless be taken up at once for consideration by the Court in the conference room. A decision may be finally looked for as soon as sufficient time has elapsed to enable the judges to reach a conclusion and formulate their opinion. In the ordinary course of events this should be before the close of November.

"We have strong hopes, based upon a thorough study of the question involved, that this decision will be favorable to the claimants. We cannot but feel, however, that whichever way the case may be decided, we have not spared time or labor in the presentation to the Court of all points favorable to the claimants' case.

"Yours respectfully,

"DESBRISAY & ALLEN,
"GEORGE A. KING,
"WILLIAM B. KING,
"Attorneys for Claimants."

BANKRUPTCY LEGISLATION.

Notwithstanding the number of years (since the repeal of the act of 1867) that the business interests of the country have been suffering from the need of an equitable and uniform law governing all of the states—and for which the Constitution of the United States provides—the enactment of a law harmonizing the conflicting views of different classes and different sections seems to be yet far distant.

The friends of the Torrey Bill are by no means hopeless; and as that bill seems to meet with the greatest favor in business circles (in fact it has the almost universal indorsement of commercial organizations), its chances for success would seem to be better than any other bill that has been submitted to Congress. Its recent history is expressed in the following short account:

"The Torrey Bankruptcy Bill was passed by the House of Representatives of the Fifty-first Congress; the Senate Committee on the Judiciary reported it favorably, but it was not reached for consideration. In the Fifty-second Congress it was reported favorably by the Committee on the Judiciary of the House, but its consideration was prevented by the "filibustering" of a small minority. In the Fifty-third Congress, first session, it was reported without amendment to the House by the Judiciary Committee; at the second session, the enacting clause was stricken out by a small majority; it was slightly amended and immediately re-introduced. In the Fifty-fourth Congress, it was passed by the House of Representatives on May 2nd, 1896, by the large majority of 76; it was reported by a minority of the Committee on the Judiciary of the Senate and made a special order, but its consideration was not concluded before adjournment. In the present, the Fifty-fifth Congress, it was favorably reported by the Committee on the Judiciary of the Senate, but the Senate by a vote of ten less than a majority of that body substituted the bill of Senator Nelson; the latter measure is now pending in the House; when it is considered the Torrey Bill will be offered as a substitute for it."

As the National Wholesale Druggists Association has reaffirmed, of late years, its approval of the "Torrey Bill" and as the bill has really been improved with the passage of time and opportunity for criticism, it would seem fitting to again indorse it by the passage of the following resolution:

Resolved, That as this association has upon several previous occasions expressed its preference for the Torrey Bankruptcy Bill for enactment into a national law; and, as no substitute thus far offered has met with equal approval by commercial circles: we hereby reaffirm our approval of that bill and petition Congress to enact it into a national law.

DEPARTMENT OF COMMERCE AND MANUFACTURE.

The National Board of Trade has since 1869 been considering the subject of another department of the Government "to take exclusive charge of all questions affecting the commerce and trade of this country." This has been strongly urged upon Congress for a number of years, and its importance has now become so generally recognized, by business interests, that other trade organizations are assisting towards forwarding the movement.

It has so far progressed that on March 9th, 1896, a bill (S. 2447) "to establish the department of commerce and manufactures" was introduced in the Senate by Senator Frye.

It would seem appropriate that our organization, made up, as it is, of merchants and manufacturers, should take part in this movement so important to business interests.

As the claims of agriculture have so recently been recognized by the establishment of a department for its particular interests, it would seem that the claims of commerce and manufactures should have equal consideration.

Therefore, your committee on legislation recommends the adoption of the following resolution:

Resolved, That the National Wholesale Druggists Association, recognizing the growing importance of the trade, commerce and manufacturers of this country, favors the formation of a department of the Government which shall have all matters of trade, commerce and manufacture under its special care.

To that end Senate Bill No. 2447, introduced March 9th, 1896, "To establish the Department of Commerce and Manufactures" seems to be an act that will be of benefit to the interests concerned. Therefore, we petition the United States Congress to enact into law the bill here referred to, or one which will afford to trade, commerce and manufactures the fostering Government care which their importance demands.

Upon closing this report your Committee on Legislation would recommend the passage of a resolution making it the business of

the secretary, or a committee appointed for the purpose, to take special charge of the various resolutions passed at the meeting of our association, in order to fit them with appropriate preambles, to promptly place them before the bodies they are intended for and to secure the individual action of our members towards forwarding the objects desired.

Very respectfully submitted,

EDWARD H. HANCE, Chairman.

Mr. Chairman and Gentlemen of the Joint Select Committee of Congress on Alcohol in the Manufactures and Arts:

Representing the National Wholesale Druggists Association—an organization embracing in its membership wholesale druggists, manufacturing chemists, manufacturing pharmaceutists and many engaged in kindred pursuits, from all sections of the United States, I appear before you as an advocate for free alcohol in medicine and the arts.

Our association has, for a number of years, urged the relief of their members from the burdensome taxation imposed—through the internal revenue laws—by the high tax on spirits used in the manufacture of so large a class of commodities in which they deal.

At each of its annual conventions, of late years, it has instructed its Committee on Legislation to diligently strive for that relief.

Its last convention was held in Philadelphia the second week of last October.

At that time the following resolutions were adopted:

Resolved, That the National Wholesale Druggists Association maintains its position in favor of free alcohol for medicine and the arts. That it approves of the efforts in that cause that have been exerted by the past Committees on Legislation, and recommends the committee of the coming year to exert all possible influence towards securing free alcohol for medicine and the arts under such administration as will afford its benefits to the small manufacturer equally with the larger; and particularly to present to the Joint Congressional Committee on Alcohol in the Arts such facts as they may be able to secure as will warrant a recommendation in favor of this policy.

Resolved, That between the two systems; that which provides for the payment of rebate, or that which provides for the delivery of alcohol free of tax to the manufacturer under bond—the former

or rebated taxed alcohol is the preferable, as being better adapted to the large majority of manufacturers, while, at the same time, it can likely be administered with safety to the revenues of the treasury.

In appealing for your consideration of these resolutions, I would remind you of the important position alcohol fills in medicine; how the heavy taxation it bears reaches the thirty-seven thousand druggists of the country, without mentioning the thousands of country practitioners who find it necessary to themselves dispense their medicines.

In turn it necessarily affects the consumer, and thus becomes a tax upon the sick.

However justifiable the enormous tax on beverage spirits may be, it will hardly be admitted that a burden on the sick should be imposed; nor that reputable, legitimate industries should be asked to bear so disproportionate a share of their country's necessities.

Doubtless it is because of the comparatively restricted numbers thus burdened that the agitation of this subject has not been more pronounced, and thus brought more impressively to the attention of those on whom falls the responsibility of framing our laws.

Certainly it was never contemplated to single out a few industries to bear this burden—simply because of the ease with which the tax could be collected—while almost every other occupation is exempt from such taxes.

Our association strongly urges the enactment of such a law and regulations that will extend their benefits to the small manufacturer as well as the larger.

Manufacturing in bond could be availed of only by the latter class—and of them only by the very largest—thus tending to monopoly.

It is believed that the plan of rebated taxed alcohol will better extend its benefits to the many, and that regulations can be framed by which the treasury can be protected against fraud.

For many years the spirit tax has been a burning question with the chemical and other industries of the arts. At times their trials have been over-burdensome, as, in one instance, illustrated by a memorial to Congress under date of January, 1893 (see paper A attached), when consumers of alcohol were the victims of the "monstrous monopoly" (now come to grief by the enmity it aroused), the Distilling and Cattle Feeding Company.

During the period of the unexecuted law (section 61 of the customs law of 1894) a disposition was manifested, by parties concerned, to aid in making the law operative; and suggestions (see paper B, attached) were offered by organizations earnestly endeavoring to assist in putting that law into effect. But all proved unavailing in the face of opposition from a department of the Government that was unfriendly to the act.

To your committee is intrusted the duty of considering the justice of the claims of the industries seeking relief. Besides that which you will learn at these sessions, in which you so kindly listen to the representatives of the various interests concerned, you will doubtless glean considerable knowledge through the answers to your letters of inquiry.

It is hoped that through this mass of information your deliberations will lead you to the determination of recommending to Congress that these industries should now be relieved from the onerous taxation with which they have been burdened for thirty-four years.

Very respectfully submitted.

(Signed) EDWARD H. HANCE,

Chairman Committee on Legislation, the National Wholesale Druggists Association.

Philadelphia, March 4, 1897.

Dear Sir:—The Committee on Legislation, being charged with the duty of advancing, as far as possible, the cause of free alcohol in medicinal preparations, through some of its members, has attended the sessions of the Joint Committee of Congress in New York City, and has been instrumental in preparing a provision covering the question of free alcohol in medicines for incorporation in the bill, which it is hoped will ultimately be reported by the Joint Committee. A copy of this amendment accompanies this letter. The time for that report has been extended to the next session of Congress (probably beginning in the middle of March), and it is believed that with proper effort a conservative provision for medicines can be included in the bill and embraced in the expected tariff act of the next Congress.

Your committee finds that the feeling in Congress is very fearful that the policy of free alcohol in medicines would be dangerous to the revenue. In other articles in which alcohol is used, such as varnish, methylation is possible; but alcohol for medicines must

be pure. Thus, what is considered one of the chief safeguards, is impossible in the case of medicines.

Your committee, while not agreeing with this view, has thought it necessary to approve of a conservative measure, believing that the success of the policy of free alcohol in the arts, when fairly begun, will result in a gradual extension, greatly to the advantage of the drug trade. They have borne in mind that first of all every care must be taken to avoid any possibility of beverages evading the tax, under the guise of medicines. This is one of the dangers uppermost in the minds of the internal revenue officials and of members of Congress guided by the recommendation of these officers.

The provisions for free alcohol, where actually consumed or wasted and not appearing in the finished product, involved no great difficulty; but it has been extremely difficult to establish the proper rule for the rebate of tax on alcohol appearing in the finished product, as in fluid extracts, tinctures and other fluid preparations. Your committee has consulted a number of persons best acquainted with the problem of free alcohol; and the amendment approved by them on this subject, while conservative, is believed to afford a complete answer to all those who object to the policy of free alcohol in medicines on account of the danger to the revenue. Particular attention is invited to its provisions in this respect.

Your committee will be the first to acknowledge that the amendment is not as broad and liberal as desired; but conservatism has been necessarily imposed on the committee, and everything has been made subordinate to the idea of drawing a provision which would meet the approval of those who have the final decision of the question.

Any suggestions as to the form or substance of this amendment sent to the chairman or the Committee on Legislation will be carefully considered with a view to perfecting both its general scope and its phraseology.

The general interest felt in the policy of free alcohol by manufacturers is not fully appreciated by senators and representatives. This committee recommends to each member of the association that a letter should be addressed to both the senators from the state in which the members reside and to the newly elected representatives from the district, setting forth the importance of the subject, the large interest in it, and the benefits to the drug trade and many

other industries which would result from free alcohol in the arts and in medicine.

The enclosed draft of amendment may be forwarded, if desired, other copies of which will be sent on request.

A form of petition is also enclosed which could, with great propriety, be signed by all directly or indirectly concerned in this subject and forwarded to Congress.

Very truly yours,

EDWARD H. HANCE,
Chairman Committee on Legislation.

DRAFT OF PROPOSED AMENDMENT TO THE BILL

Under Consideration by

The Joint Select Committee on the Use of Alcohol Free of Tax in the Arts,

Concerning the use of Alcohol in Medicines, Chemicals, Extracts, Perfumes and Other Like Compounds,

Where Methylation is Impracticable.

In all products requiring the use of pure ethyl alcohol where denaturalizing or depotabilizing the alcohol is not practicable by the use of wood alcohol or other substances as provided elsewhere in the act to which this is an amendment, the following limitations are established for the rebate of the internal revenue tax on domestic alcohol used in the domestic manufacture of such products:

1. All preparations intended to be used or commonly used as beverages and all classes of bitters, or cordials, unless it shall be shown affirmatively that such preparations cannot commonly be used as beverages, shall not be admitted to rebate.

2. Where the alcohol does not remain in the finished product a rebate shall be allowed of the tax paid upon the alcohol actually and necessarily consumed or wasted in the process of manufacture. But no rebate shall be allowed on any alcohol used in the process which is recovered and made available for further use unless subsequently consumed or wasted in manufacturing as provided in this act or on any alcohol which is susceptible of recovery by any method not exceeding in cost the value for manufacturing purposes of the recovered alcohol.

3. Where the alcohol is destroyed or decomposed or changed into another chemical compound in the process of manufacture, a

rebate shall be allowed of the tax upon the amount of the alcohol destroyed or decomposed or chemically changed and upon the amount actually and necessarily consumed or wasted in the process of manufacture, as above limited.

4. Where the alcohol remains in the finished product, a rebate shall be allowed of the tax upon the alcohol remaining in the product and upon the alcohol actually and necessarily consumed or wasted in the process of manufacture as above limited, except in the following cases, and in these no rebate shall be allowed, to-wit:

(a) Where the relative value of the alcohol and the other constituents of the product, including the cost of labor and of packing, bottling and sealing, by such methods as the Secretary of the Treasury may approve, and the practicable methods and cost of recovery of the alcohol and the other constituents are such as would permit a profitable separation of the alcohol and placing the same upon the market for use as a beverage, taking into consideration the necessity for the use of surreptitious means in such recovery and the probabilities of detection, or

(b) Where the product is of such character that it is commonly, or may commonly, be used as a beverage.

Any person desiring to secure a rebate of the tax on the alcohol used in any product or products under the foregoing provisions shall present an application for a license therefor to the collector of internal revenue for the district in which such manufacture is carried on and the commissioner of internal revenue shall issue a license to him to manufacture such product or products for rebate, if the product or products are within the definition and limitations hereinbefore set forth.

An appeal from any decision by the commissioner of internal revenue adverse to the right of an applicant for rebate may be made to a board of experts, to be appointed, one by the Secretary of the Treasury, one by the Secretary of Agriculture, and one by the Secretary of War, and their decision shall be binding upon the commissioner of internal revenue. But in any case where it shall appear after its admission to rebate that any product so admitted is commonly used as a beverage, or that the alcohol contained in it is commonly separated and placed upon the market, the license to manufacture such product for rebate may be revoked by the Secretary of the Treasury, and a rebate shall not thereafter be granted thereon unless, upon petition presented to the Court of

Claims, said court shall determine that such revocation was erroneous and that the manufactured product is embraced within the provisions of this act. All cases brought in the Court of Claims hereunder shall be given precedence and the Attorney General shall be assisted in the defense of the interests of the United States in all such cases in said court by the officers of the Internal Revenue Bureau. Such rules shall be made by the court for the summary taking of testimony and hearing of the cases as may be necessary to insure their prompt decision.

ALCOHOL IN THE ARTS AND IN MEDICINES FREE OF TAX.

To the Senate and House of Representatives of the United States, in Congress Assembled—

Your petitioners respectfully represent:

1. That they are citizens and residents of the United States, and that they are interested in securing the necessaries and comforts of life to themselves and their fellow-citizens, without undue enhancement of cost.

2. That the revenue laws of the United States, in imposing a tax of about one thousand per cent. upon alcohol, create an enormous and unnecessary increase in the cost of articles (not beverages), in daily necessary use in every family in the country, including all articles in which varnish is used, stiff hats, furniture, enameled ware, dyes, chemicals and medicines.

3. That upon whatever grounds the imposition of a tax of that proportion upon alcohol used as a beverage may be justified, such tax cannot be justified when it imposes a burden upon articles of necessary daily use in every household and increases the cost of this article to the consumer.

4. That to relieve alcohol from this onerous burden of taxation when used for purposes other than as a beverage would enormously expand the demand for American corn, and, while stimulating trade in both the domestic and foreign markets in the articles named, would be an immense benefit to the agricultural interests of the country.

Wherefore, your petitioners do ask that there be embodied in the revenue system of the United States a provision releasing the arts and manufactures from the burden of this tax by a duly regu-

lated law providing for a rebate of the tax upon alcohol used in the arts and in medicinal and other like compounds.

The President—Gentlemen, you have heard the report of the Committee on Legislation. If there is no objection, it will take the usual course and go to the Board of Control. It is now 1 o'clock, and the next meeting of the association being called at 3 o'clock, I think it would be better to now adjourn to meet again at 3 o'clock.

On motion, the meeting adjourned until 3 o'clock.

THIRD SESSION.

Tuesday Afternoon, Oct. 12, 1897.

The president called the convention to order promptly at 3 o'clock p. m., on Tuesday, and read a communication from the Hasker & Marcuse Company, of Richmond, manufacturers of decorated tin boxes, extending a cordial invitation to the members of the National Wholesale Druggists Association to visit their factory on Thursday afternoon, at such time as might be most convenient to them. The president announced that if there was no objection, the secretary would be directed to reply, thanking the company for the invitation, and stating that such of the members as could do so would visit the factory.

The president announced the appointment of the following committees:

On Nominations of Officers—J. C. Fox, of Atchison, Kan., chairman, and Messrs. William O. Blanding, C. W. Snow, T. C. Peek and Otto Stein.

On Time and Place of Next Meeting—Hugh H. Osgood, chairman; Chas. H. Pettet, H. H. Eliel, G. F. Seichcisteil, Jr., James McCord.

On Examination of Treasurer's Report—Isaiah Solomons, chairman; T. F. Van Natta and Charles Cook.

On President's Address—E. C. Frisbie, chairman; Daniel Myers and F. A. Faxon.

The minutes of the second session of the convention were then read and approved.

The President—The first business will be the report of the Committee on Transportation; Mr. Thomas Lord, chairman.

Mr. Lord—Mr. Chairman, I desire, first, to express my regret that I have not been able to find any other member of our committee present. For some time past I have been quite averse, for many reasons, to serve as chairman of this committee, but was induced to accept the place because I also had the appointment of chairman of the same sort of committee in the Proprietary Association, and as the interests of this association and that are identical, and the same investigations practically apply, I consented to serve here.

Mr. Lord here read the following:

REPORT OF THE COMMITTEE ON TRANSPORTATION.

Mr. President and Gentlemen:

In accepting a place in, and the chairmanship of, this committee. I was induced to do so by the fact that I had a similar appointment from the Proprietors' Association, and knowing that the interests of their association and yours are identical and on the same lines, the same investigation and facts would suffice for each, this will

explain why the report to this association is substantially the same as that made to the Proprietors Association. Your committee recognize the great importance of securing relief and reform in this branch of our interests, under the difficulties and obstacles that have intervened and threatened previous efforts, so well and briefly expressed by Mr. E. C. Frisbie, chairman of your Committee on Transportation, 1896. See page 149, Proceedings of N. W. D. A. at Philadelphia, Pa.

For several years past it has been the policy of the Proprietors Association to substantially secure the efficient co-operation and action of organized bodies whose constant and unremitting powers and means are practically and judiciously directed toward the securing of more just and reasonable classifications and freight rates. An effort is being made and is in good progress to secure and enforce a national classification, as will be seen by the following:

"The agitation begun by the Freight Bureau in 1896, and which culminated Feb. 13, that year, in the securing, through the National Board of Trade, of the passage of a memorial to Congress suggesting that the 'Interstate Commerce Commission be required to publish a classification of freight articles and rules, regulations and conditions for freight transportation, which shall be known as the National Freight Classification,' has been vigorously kept up, and on May 25, 1897, a bill to amend the interstate law was introduced into the United States Senate by Senator Cullom, Section II. of which provides that the commission be authorized and required to prepare and publish a classification of freight articles, and rules, regulations and conditions for freight transportation, which shall be known as the 'National Freight Classification.' This bill, which was prepared by committee of this and other associations of this and other cities, is now pending, and in it, among other things, Congress is asked to strengthen the commission by giving them power, when, after due hearing, testimony and argument, rates are found to be unjust and oppressive, to prescribe such rates as may be reasonable and just. The bill does not ask for sweeping and unlimited power for the commission to attack all existing tariffs. If the commission is empowered to declare a rate unjust and to order its discontinuance, it certainly and naturally follows that it should be authorized and empowered to indicate and order into effect what it considers a just and reasonable rate, therefore, the bill in question asks that the commission, in cases where rates

are complained of, be empowered to name maximum and minimum rates, to be effective at the time fixed by the commission, and to remain in effect pending an appeal and until changed or modified by order of court.

"As an example of the arbitrary stand taken by the carriers through the Classification Committee, we have had the subject of the proper classification of Nestle's Food and advertising matter before both the official and Western Classification Committees many times, and have used our best endeavors and arguments to convince them that in all fairness and justness the requests of our members, urged by us, should be granted. Our arguments may have convinced the Classification Committees referred to, but they have not as yet indicated that such is the case, by granting the relief asked for, and we are convinced that this and similar reasonable requests for proper and just classification will only be granted by appeal to the Interstate Commerce Commission after that body has been strengthened by the amendments referred to, notably the power to name and put into effect a uniform classification, together with authority from Congress to name maximum and minimum rates of freight.

"This conclusion has been forced upon us by the decision of the Supreme Court of the United States in the case of Interstate Commerce Commission vs. Cin., N. O. & T. P. R. R. Co., 167 U. S. 479, wherein complaint having been made to the commission by the Chicago and Cincinnati Freight Bureaus against a number of railway companies in the South, that their charges on the several classes of freight for transportation from Chicago, Cincinnati and points in the Northwest to Atlanta and other places south of the Ohio river and east of the Mississippi river, were unreasonably high and unjustly discriminating against Chicago and the Northwest, the matter was inquired into and thoroughly investigated.

"After a long trial, in which all the parties were duly heard, the commission decided that the rates and charges complained of were 'unreasonable and unjust, and in violation of the provisions of the Act to Regulate Commerce,' and thereupon ordered the carriers to cease and desist from charging more than the rates prescribed and named by the commission, which were less than the rates the carriers had established, and against which the complaint was made. Having made a report of its investigation, including the findings of fact on which its conclusions were based, and the carriers having refused to obey said order to reduce their rates, the

commission petitioned the United States Court of the Southern District of Ohio to enforce obedience.

"The case was, by the Circuit Court of Appeals of the Sixth District, certified to the United States Supreme Court, that it might terminate what powers Congress had given the Interstate Commerce Commission in respect to the matter of rates.' In the case so certified by the Court of Appeals, the Supreme Court, on May 24, 1897, rendered the opinion: 'That under the Interstate Commerce Act, the commission has no power to prescribe the tariff of rates which shall control in the future,' and 'that Congress has not conferred upon the commission the legislative power of prescribing rates, either maximum or minimum, or absolute.'

"The Freight Bureau had some time prior to this decision arrived at the conclusion that the Act to Regulate Commerce greatly needed strengthening, and, in connection with other business organizations, had been working through committee upon a bill which on May 25, 1897 (the day following that upon which the decision last mentioned of the Supreme Court was rendered), we succeeded in having introduced in the United States Senate through Senator Cullom. This Chicago bill is known as 'S. 2018,' and a copy thereof, together with the Inter-Ocean newspaper of May 25, 1897, in which is published the brief in behalf of the bill of the joint committees of the Chicago Freight Bureau, the Chicago Board of Trade and the National Business League, are submitted herewith, marked Exhibits 'A' and 'B.' This bill has been formally approved by the executive committees of the National Business League and Chicago Freight Bureau, and by the Board of Directors of the Chicago Board of Trade, and we believe is the best and most comprehensive bill upon the subject which has ever been prepared.

"Since its introduction in Congress, the Freight Bureau has been earnestly at work at what might be termed a campaign of education; striving to enlist the interest of shippers and carriers in support of the bill.

"No permanent relief from unjust rates and inequitable classification or ready remedy for just complaints, can, in our opinion, be expected or secured until the tribunal created by Congress for the hearing of these complaints shall be vested with power, after due investigation, to prescribe the remedy and to have their decisions properly enforced.

"It has cost the bureau many thousands of dollars to obtain from the Supreme Court the decision above mentioned, but the lesson so learned will be amply worth all the time and money expended if Congress will but grant to the commission the powers specified in the bill above mentioned. The agitation upon the subject must be kept up and every effort must be brought to bear to induce Congress to pass the bill in question, to the end that shippers may be protected from unjust exactions in rates, classifications and rules governing transportation by the carriers.

"It has not been difficult, although quite a large expenditure of time and money has been necessary to obtain proper decisions upon complaints prosecuted through the Interstate Commerce Commission, but as the Supreme Court has decided that the commission has no power to prescribe rates, it would be a waste of both time and money to attempt to remedy the evils under which the shippers are suffering, through the commission, until Congress shall have strengthened the commission and the law, by the comprehensive amendments proposed in the Chicago bill.

"It is therefore necessary and becomes the duty of organizations such as the Freight Bureau to use every effort in their power to further the passage of these amendments. It cannot be that Congress, after ten years of attempted control and regulation of the carriers, shall admit that it, the supreme authority in the land under the Constitution, upon the question of interstate commerce, is powerless to pass a just law upon the subject, and to clothe its created tribunal with proper authority to make the administration of said law effective. Of course the influence of the carriers, who do not want governmental regulation, is very strong. They maintain a highly expensive lobby of experts continuously at Washington, besides the vast army of keen and learned attorneys in their employ all over the country whose services are constantly and continuously directed in opposition to measures which do not accord with the views of their executive managers, and this influence is specially strong as affecting legislation, but if the people, and particularly the shipping public, are once awakened to a sense of the vast importance to their interests of the proposed legislation, we are confident they can bring such pressure to bear upon Congress as will result in the passage by that body of the fair and just amendments proposed.

"We commend to your careful consideration the closing portion of the brief of the Chicago committee, in which they state 'that

the amendments to the act to regulate Congress, proposed in the Chicago bill, are the result of careful thought and a fairly wide discussion on the problems involved. They are aimed and believed to be in the direction of securing fair rates to the business public, remunerative rates to the carriers, and stable rates to everybody. If so, they are in the interest of the investor and of his best friends, the honest merchants, manufacturers, shippers, and of his faithful servants, the honest and conservative railroad managers. If so, they are in the direction of sound public policy and of good business morals. We only ask for them a careful and candid consideration.'"

Your committee would here express hearty and sincere thanks for the valuable aid and information that we have received for the past year from Mr. N. G. Iglehart, commissioner of the Chicago Freight Bureau, who has so kindly and so generously given us time, unwearied effort and valuable information that has accrued to the Freight Bureau of which he is the efficient representative, but also to many other kindred organizations that are combined in this line of work.

Allow us here to quote from Transportation Committee's report to Proprietors Association, October, 1896 (see page 13 of published proceedings), showing some points gained during that year:

"First, we would here state that the first year's working of the entirely new classification of rates for the state of Illinois, secured on July 1, 1895, and referred to in this committee's report made one year ago, has resulted in the very substantial saving to merchants of nearly $1,900,000, while at the same time the earnings of the railway companies on the same business have increased over $2,000,000.

"Second, on Jan. 1, 1896, the Western Classification Committee arbitrarily changed the classification of liquid drugs to read 'Compounds (liquid), drugs and medicines, N. O. S. (not otherwise specified) (liquid), O. R. L. (owner's risk leakage), or released. In glass, cans or jugs packed in open boxes, kegs or jackets, D. I. (double first-class rates). In glass, cans or jugs, completely enclosed in boxes, kegs or jackets, released to valuation of 50 cents per gallon.' (See Rule 23, first class.)

"After diligent labor this arbitrary classification was restored to its former rating (first class), and on July 15, 1896, was changed

to read 'Drugs and medicines, N. O. S., O. R. L., or released in boxes, barrels or kegs, first class, S. C. S.'"

It will be seen from the foregoing that our efforts are being sustained and advanced by the united interests and efforts of a multitude of organizations and peoples, and we hope that a just and reasonable success will crown patient and united effort. We would earnestly recommend that all of our members make a special effort to urge their congressional representatives to favor the passage of bill S. 2018.

All of which is respectfully submitted.

THOS. LORD, Chairman.

After concluding the reading of the report, Mr. Lord said: At the suggestion of the president, I take great pleasure in mentioning the fact that my old friend, Mr. Iglehart, has been induced by my persuasions to visit us at this time, and is present on this occasion. If it is your pleasure to hear from him, I have no doubt he will be willing to address us, and give us such information as he has in relation to this matter which is of interest to us all.

On motion of Mr. Main, Mr. Iglehart was then requested to take the floor.

Mr. Iglehart—Mr. Chairman and Gentlemen of the National Wholesale Druggists Association: I am highly honored and greatly moved by the privilege I am accorded to address this distinguished body. What I have to say will have at least one merit, perhaps the only one, and that will be its brevity. I appreciate that Mr. Lord, who is an old and dear friend of mine, thought that perhaps I could add something to his report in the way of awakening the interest of this association on a question which I think is a most vital one to all shippers of this country, of preparing an amendment to the Interstate Commerce law. The condition of that law as at present established through the decision of the courts, is a

most deplorable one. The law, as I view it, is a good one, because it was framed on the lines of the old common law; in other words, it is the incorporation into legal enactment of the old English common law of nonpartiality in rates, no preference in rates, but of strict equality among the citizens, and forbidding all unjust and unreasonable rates by the carriers. Congress some ten years ago determined to exercise the control which had been accorded to it by the Constitution of the United States—that is, supreme control over interstate commerce and of commerce with Indian tribes. They put into effect what is known as the Act to Regulate Commerce. For some six months after that law's going into effect, I think rates were maintained, but since that time I have serious doubts as to their being at all times rigidly maintained. Very early during the operation of the law, serious questions arose among jobbers, and among the carriers, as to the meaning of some portions of the law. Attempts were made through complaints to the Interstate Commerce Commission, and subsequently by appeals of the commission to the Supreme Court, to get legal interpretation of the law. The latest decision, which occurred on May 24, was upon a complaint originally drawn by myself and others, and heard by the commission, decided by them in our favor upon every point, and carried by the commission afterward on the railroads determining not to obey the orders of the commission, to the Supreme Court of the United States. The gist of that decision is to take away from the commission all authority connected with the prescribing of rates. It practically, to my mind, nullifies the good offices of the commission. If the commission has power under the Supreme Court decision—which was drawn by Mr. Justice Brewer, but was concurred in by the whole Supreme

Court—to investigate and determine that the rate which had been challenged was unreasonable, it certainly, to my mind, ought to follow that upon an investigation, and upon due trial, all parties being heard, all evidence being taken, arguments and briefs filed, that the commission in that case, or those cases, should have power to indicate what in their opinion, under the circumstances of those particular cases, should be a proper and reasonable rate; that it seems they have not got that power. They have got the power to declare that the rate in effect ten years ago was unreasonable, but what does the shipper in active business to-day care whether that rate was reasonable or not? It does not affect him now; but the current rates, or the rates which may be charged to him in the immediate future—those are the rates which, in my opinion, should be subject to review by the commission. Now, this question is of immense importance to all shipping interests, particularly so to you gentlemen who are very large shippers. It is a question to which I desire to ask your candid consideration and attention, and to invoke from this association, and from other associations, and from shippers generally, an expression of opinion which will make Congress take up this question and settle it. If this association does not care to approve of the bill which was drawn by a committee of which I was the chairman, and known as Senate Bill No. 2018, that is all right; I recognize the fact that honest differences of opinion may exist on almost any question, but I do not think any difference of opinion should arise on the main point, that the present Interstate Commerce law is inadequate and unsatisfactory, and that Congress should take such action as will put that law in a satisfactory condition. I hope you gentlemen will take it under candid consideration, and will use your influence among your congress-

men and senators from the various states you represent, to get them to examine the question and to apply the remedy. Congress has established a tribunal called the Interstate Commerce Commission. They say that if you gentlemen have any complaints to make, you must make them through that tribunal. Now, it is certainly a disappointing thing if they do not clothe that tribunal with the power to remedy the evils of which you complain. That is all we ask in this bill. I thank you, gentlemen, and hope you will use your influence in that direction. (Applause.)

The President—I am sure the association is obliged to Mr. Iglehart for the remarks he has made, and I voice that sentiment in thanking him for appearing before us to-day. Unless there is some other course suggested, the report of the Committee on Transportation will be referred to the Board of Control.

The next report is that of the Committee on Proprietary Articles, Mr. M. N. Kline, chairman.

Mr. Kline then read the following:

REPORT OF COMMITTEE ON PROPRIETARY GOODS, 1897.

To the National Wholesale Druggists Association:

In submitting the report of this committee a year ago after referring to the decision rendered by Judge Russell in the case of Park vs. the N. W. D. A., and especially those of its members located in New York state, we find that the following language was used:

"We close this part of our report with the hope that the plaintiff, having now been furnished with the court's opinion as to the legality of these contracts, will cease this useless and most expensive opposition, and will agree with each manufacturer who believes that his best interests are served by continuing this system, to seek

and accept an agency for his goods under the only conditions under which they are sold to wholesale dealers."

This hope not having been realized and a number of additional suits having been brought—one, indeed, before the close of the very meeting to which our last report was submitted—it again becomes necessary to devote considerable space to matters pertaining to the law.

Judge Russell, of the New York Supreme Court, under his decision referred to in our last report, filed, under date of Oct. 12, 1896, a decree, which has already been published in the proceedings of that year, page 345.

An answer was filed in November by the attorneys for the committee in the Philadelphia suit, brought at the time of our last annual meeting by Park vs. Eliel and others, and as a matter of record, we will attach to this report a copy of this answer.

In the New York suit, after the issuing of a circular by this committee under date of Nov. 4, 1896, the plaintiff's attorneys, Messrs. Swayne & Swayne, moved that the four New York members of the committee be punished for contempt of court, upon the ground that the circular mentioned was in violation of the injunction contained in Judge Russell's decree, above referred to. This motion was dismissed by Judge Smyth in January, 1897, in the following language, viz.:

"I have given to this case all the consideration other pressing judicial duties would permit, and have examined with great care the voluminous papers upon which the application now pending before me to punish the defendants, Main, Coffin, Pierce and Wells, as for a contempt for alleged violations of the injunction order made herein by Mr. Justice Russell on the 12th of October, 1896. The question for determination on this motion is as to whether that order has been violated by the defendants now before the court, and this must be determined solely upon the order itself and the papers upon which this motion is made and opposed, without reference to the papers upon which the preliminary injunction order was made, which was in many material respects vacated by the order now under consideration. I am clearly of opinion that I have no right to look into the papers upon which the preliminary injunction was granted to ascertain what acts the learned justice intended to restrain, nor is it necessary to do so. The language of the order in question is clear, and, when taken in connection with the views expressed by the learned justice in both

of the memorandum opinions filed by him, leaves no doubt as to the acts which it was his intention should be restrained, and the extent of the operation of the order made by him. Applying the principles laid down by the learned justice, and the result arrived at by him and expressed in his order, to the facts disclosed upon the motion papers, I am unable to arrive at the conclusion that the defendants wilfully, or in fact, violated the provisions of the injunction order. Motion denied, with costs."

As a matter of interest and record, we attach a copy of the "brief" or argument submitted to the court on behalf of the defendants in this case by Messrs. Robinson, Biddle & Ward, the New York counsel.

A considerable lull followed this second defeat, but on April 28, seven additional suits were brought in Philadelphia against the chairman by the following parties, whose names were noted on circulars sent out by this committee from time to time to the various proprietors, viz.:

Cora D. Goode, Cincinnati, Ohio (doing business as M. C. Dow);

The Francis Medicine Co., Nashville, Tenn.;

William T. Wallace, Philadelphia, Pa.;

Nannie M. Boney, New York City (doing business as Metropolitan Medicine Company);

Ashton M. Boney, New York City;

August F. Goetze, Dayton, Ky.;

John Darragh, Jr., Cincinnati, Ohio, praying for an injunction restraining the committee from continuing their names on further lists. Of course it is evident that these suits, having originated from the same firm of attorneys, are really a part of the Park litigation. Answers were filed by the Philadelphia attorneys, Messrs Jayne & Johnson, in July last, and copies of these answers will also be attached for publication in connection with this report, so as to make them a matter of record.

In the latter part of June, Swayne & Swayne offered an "amended and supplemental complaint" in the New York suit, covering 323 pages of printed matter, and the question as to whether this amended complaint will be admitted by the court is still pending.

Under date of July 20, another voluminous bill of complaint was filed by the attorneys for the John D. Park & Sons Co., against certain members of the N. W. D. A. residing or doing

business in the state of New York, to the number of eighteen (18), as well as the New York members of this committee. This suit is entitled "Park vs. Hubbard and others," and it is the natural sequence to the former suit, praying the court, as it does, for an award of damages to the amount of $500,000. It should be noted that in this suit, all those who are members of the association and marketing their products under rebate restrictions are not included, the notable exceptions being the Carter Medicine Company, Eisner & Mendelson Company, McKesson & Robbins, Maltine Manufacturing Company, Mariani & Co., Charles H. Phillips Chemical Company, Pond's Extract Company, Porous Plaster Company, Radway & Co., and Reed & Carnrick.

The 21st of October has been fixed as the date upon which to file the answer of the attorneys to these suits in behalf of the various defendants, who have, with one exception, authorized Messrs. Robinson, Biddle & Ward, of New York City, to appear for them; and it is recommended that that answer, when filed, shall also be made a part of our records and embodied in our proceedings. The bill in the damage suit also covers about 300 pages of closely printed matter, and both these bills are almost entirely made up of quotations from the proceedings of this association, from the date of its formation in 1876 down to the present time, from letters and circulars sent out by this committee, and from letters written by various proprietors in their correspondence with the plaintiffs or their friends. Among the exhibits, we again find the correspondence by Thomas A. Cobb, of Chicago, who, as we understand it, was not at the time a member of the firm of Morrison, Plummer & Co. (from whose office the correspondence was conducted), neither were Morrison, Plummer & Co. at that time members of the association; so it will be seen that the plaintiff's lawyers are attempting to hold this committee, or rather, the members of the organization which this committee represents, responsible for the action of individuals having no connection whatever with the organization itself.

Of course we cannot predict what the court's decision will be in these several suits. It may be as well, however, for us to state that all this matter, or so much of it as the plaintiff's attorneys will finally decide is important to be submitted to the court in proper form, will have to be corroborated by testimony, as our attorneys will certainly not permit the statements in these bills to go uncontradicted when in error, or unexplained where a one-

sided quotation is made; neither is it probable that the court will render a decision upon that part of the former suit which was left, under Judge Russell's decision, to be determined at a future trial, without fuller evidence. The only proper way, as we understand it, to place this evidence in form for the court's action, will be either to bring the witnesses to New York City and take their testimony there, or to send a commission to the various cities throughout the country in which these witnesses reside, and appoint a hearing in each such city. While this course will involve the plaintiff in very heavy expense, it will be equally expensive for us, as we would have to be represented in such hearings by counsel for the purpose of cross-examining the witnesses, and it is important that we should understand that we will most likely be confronted with demands for this purpose upon our treasury, which should, in some manner, be provided for at this meeting.

In addition to the suits mentioned, Judge Anderson, of Tennessee, evidently under some misrepresentation to him of what had been done in connection with the contract plan by our members in the city of Nashville, made a rather remarkable arraignment before the Grand Jury, as the result of which the jury returned a bill of indictment against our friends there, which will, in due course, come up for trial.

In view of this condition of affairs, it is advisable to refer again in this report, for the information and encouragement of our members, to the opinions this committee has had at various times from members of the legal fraternity of highest standing, affirming the legality of contracts such as those under which we have been working, and also to devote some part of this report to an expression of opinion upon the reasonableness of the rebate plan itself, as the successful continuance of this organization still largely depends upon the influence which it can exert upon manufacturers and dealers to induce them not to abandon this plan, under which for a number of years they have been so successfully working.

This system having been characterized as a "trust" in many of the newspapers referring to this organization in connection with these various suits (in which criticism even some of our trade journals have joined), it may be as well to repeat what was said, in part, in an article contributed to one of the drug papers by your chairman upon this subject in December last. After referring to the condition of affairs which prevailed in the wholesale drug trade,

and which led to the formation of this association in 1876, this article, in part, read as follows:

"The error of the old maxim that 'competition is the life of trade' has already been discovered, and it could truly be said in 1876, as it can today, that, if unrestricted, it would also be its death. The conditions were not solely of our making, but were largely the result of barbarism in commerce, as in the uncivilized times and countries there were barbarisms in war; while in our own country the instruments of war had been changed into ploughshares and pruning hooks, war itself was transferred from the battlefields to the counting house. To correct this, as far as in our power lay, an association was formed, which has been signally and continuously successful, because it so largely devotes itself to efforts to correct 'excessive and unmercantile competition,' and because it seeks 'to remove by concert of action all evils and customs that are against good policy and sound business principles.'

"So long as our actions continue to be in harmony with the above declarations of principles contained in our preamble, we will not be likely to become less influential than heretofore in our own trade, nor in the larger field of commerce of which we are a part. Let us first inquire, then, are we a 'trust' in the objectionable sense of that term? A trust is, according to the general understanding, some consolidation or association of producers or manufacturers of an article or articles of commerce, formed for the implied or expressed purpose of limiting its production, or monopolizing its sale, compelling or seeking to compel the consumer to pay an excessive price, which excess is intended to enrich the manipulators of the scheme.

"Can any one who is at all conversant with the proceedings of the N. W. D. A., or the actions of its committees, accuse it of being a trust in any such sense? I referred awhile ago to the work of the Proprietary Committee, and I venture to say that only one man among the wholesale dealers in proprietary articles in this country will be disposed to answer the above question in the affirmative. He does so because, after all the wholesale dealers had pledged themselves individually with the manufacturers to adhere to a scale of selling prices upon the several articles which would not, mark you, raise their prices, but make them uniform, as fixed by them from time immemorial, and paying such dealer just enough margin to cover his actual expenses, he wanted a monopoly of violating those schedules. Being interfered with by

the committee, whose aim it was, if possible, to stop all 'unmercantile competition,' he appealed to the court for relief from the 'trust' of business integrity.

"Our organization had nothing whatever to do with the fixing of the prices upon the various proprietary articles, nor with the monopoly granted the several manufacturers under our trade-mark laws by the United States Government. They never sought to interfere with the freedom of any of the manufacturers in existence when it was started, nor with the very large number whose products have been placed on the market since. No effort was ever made to curtail production or distribution. We simply asked these gentlemen to secure, under a plan known as the contract plan, a commission sufficient to justify wholesale druggists in handling them. They acknowledged the justice of this claim, and evidently believed it to be to their own interest to keep open through its application as large a number of friendly channels as possible for their distribution. We then asked them, after due trial, not to continue paying those commissions to those who failed to earn them, because they did not comply with all the conditions under which they were offered. This latter interfered only with 'evils and customs that are against good policy and sound business principles,' and with those who violate these 'sound business principles.' These were the ones who sought the courts to protect them against this interference; then the press, in total ignorance of the facts of the case, at once printed, under prominent headlines, scathing articles about the 'big drug trust.' "

This question of the regulation of prices is one the necessity of which has latterly become almost universally recognized, and it is, we believe, fair to state that public opinion is rapidly undergoing a change as the result of the educational process through which, in one way or another, we are passing.

An article in the September number of the "North American Review," by Mr. F. B. Thurber upon "The Right of Contract," very ably elucidates the position which the community occupies with reference to such regulations, and it seems to your committee that it may not be out of place to quote several extracts from this article. Mr. Thurber says:

"Commerce is nothing but a body of contracts. Every purchase and sale, from a peanut up to a gold mine, and every transaction in the movement of merchandise, involves a contract, either verbal, written or implied, between buyer and seller or between

shipper and carrier. No right is more sacred and none has been more carefully guarded in our fundamental law. The Constitution of the United States, article 1, section 10, says: 'No state shall pass any law impairing the obligation of contracts.'"

While this statement is admitted by everyone to be correct, yet we all know that, largely as the result of a clamor by the people, probably in most cases voiced by labor organizations, "anti-trust" laws, seeking to declare illegal every contract regulating prices, have been placed upon the statute books, the latest one being that of the legislature of the great commercial state of New York, which provides:

"No stock corporation shall combine with any other corporation or person for the creation of a monopoly or the unlawful restraint of trade or the prevention of competition in any necessary of life. No foreign stock corporation formed by the consolidation of two or more corporations or by the combination of the business of two or more persons, firms or corporations for the purpose of restricting or preventing competition in the supply or price of any article or commodity of common use, or for the purpose of establishing, regulating or controlling the supply or price thereof shall be authorized to do business in this state."

"This law," Mr. Thurber states, "was the outcome of an investigation by the Judiciary Committee of the New York Senate, which was remarkable for the bias shown against incorporated capital and the disregard of economic facts developed by the evidence. The report, among other things, denied the right of a manufacturing corporation to choose agents for the sale of its goods and fix the prices and terms upon which they should be sold."

Already, in June last, Justice Chester of the Supreme Court of that state, in a case brought before him under this law, expressed the opinion that it was unconstitutional, declaring that "the power granted to the Supreme Court judge is excessive of the judicial functions granted by the Constitution." "The legislature," he holds, "has no power to impose upon a Supreme Court judge functions of a non-judicial character, as they have in these laws."

In this same article Mr. Thurber cites the ruling of the English court in the celebrated Mogul Steamship Company case, which was decided by the highest court in England, a clear statement of which was published in a pamphlet by William L. Royall, Esq., of the Virginia bar, as follows:

"Several lines of steamships traded to China all the year. The trade was unprofitable, except in what is called 'tea season,' when it was very profitable. The losses of the year were made up and a profit gained by the freights on tea in 'tea season.' Another line of steamers traded to Australia all the year until 'tea season' came on, when its steamers were diverted to Hankow to get a part of the profitable tea trade. The lines which traded to China all the year entered thereupon into an agreement, called there a 'conference,' which was in all essentials one of our 'trusts' or 'pools' or 'monopolies' or 'boycotts' or 'contracts in restraint of trade,' or whatever else of the same sort can be suggested. They agreed together to divide out freight among themselves, and they published a notice to all merchants in China that if they would ship everything all the year by one of the conference lines, they would be allowed a rebate upon all freights at the end of the year of 5 per cent., and whenever one of the steamers of the Australian line came to Hankow the conference had a steamer there to underbid it on freights; so that whatever the Australian got caused it a loss. Thereupon the Australian line applied to the English courts for protection, upon the ground that this combination of many against one was contrary to the principles of our law. It is plain that the case brought up for discussion all the questions relating to pools and trusts now agitating the American mind, and these questions received a treatment in England worthy of their magnitude and scope.

"The case was tried first by Lord Chief Justice Coleridge and Lord Justice Fry. It was then tried by Lord Coleridge alone, and upon appeal from his decision by Lords Justices Bowen and Fry, and Esher, Master of the Rolls, and upon appeal from them to the House of Lords, it was heard before the Lord Chancellor Halsbury, Lord Watson, Lord Macnaghten, Lord Bramwell, Lord Morris, Lord Field and Lord Hannen. Each decision was in favor of the conference, and every one of these twelve eminent judges, except Esher, M. R., held that the agreement was a perfectly good and valid one, according to the principles of our common law.

"The guiding principle in the case was held to be the one stated. If the parties contemplated their own improvement only, it was immaterial that they contemplated injury to the Australian, or that injury to him would be the result of their acts; but if they were actuated by malice toward the Australian, then the agreement

would have been a vicious one, condemned by the principles of our law. This was held to be the test in all such cases."

It is not necessary to lengthen this report by referring in detail to the various opinions cited, following the foregoing, which were delivered by Lord Field, Lord Hannen, Lord Watson and Lord Justice Fry, nor to the opinion rendered at Leipsic by the highest court of the German empire, all reaching the same conclusion.

These references are introduced here, not for the purpose of defending combinations of capital or manufacturers made for the sole purpose of exacting unreasonable prices from the consumer (of which the wire nail trust, referred to in this same article by Mr. Thurber was a conspicuous example), but for the purpose of showing that a reasonable contract, providing for reasonable and fair remuneration to the manufacturer and to his agents, the wholesale and retail dealers, is not regarded by the courts in England, nor by many of the state courts in this country, as in restraint of trade or against public interests, and for the purpose of calling attention to the educational process already referred to. We, of course, have had a decision by the Supreme Court of the United States, in the Trans-Missouri Traffic Association case, which might appear, at first blush, to indicate that the highest court in this country regards such contracts as illegal; but it must not be forgotten that the courts are likely to hold public carriers to a very much stricter accountability than they would merchants, and also that that decision was arrived at by a majority of one only. It may not be amiss to quote the following from the minority opinion of the court:

"If there is one thing which more than another public policy requires, it is that men of full age and competent understanding shall have the utmost liberty of contracting, and their contracts, when entered into freely and voluntarily, shall be held sacred and shall be enforced by courts of justice."

Another decision, which was recently rendered by the highest court of Kentucky, in the case of Brewster vs. Miller's Sons (41 S. W. R., 301), is instructive, and has a direct bearing upon the questions involved in our cases.

A comprehensive review of this case is found in the editorial columns of the New York Journal of Commerce and Commercial Bulletin of Aug. 24, 1897, under the caption of "Legal and Illegal Combinations," from which we make the following extracts. The Journal says:

"It brings out very clearly the distinction between those cases in which corporations or firms may properly combine in furtherance of their common interests, and the cases in which such combinations are forbidden, both at common law and by statute in most of the states. The plaintiff set forth as his cause of action the fact that the defendants had refused to sell him goods in which they dealt, and to perform for him necessary services which they freely performed for others. The allegations upon which he placed his chief reliance were three:

"1. That in the matter complained of the defendants were acting as members of an illegal conspiracy or combination in the form of a trust known as the Funeral Directors' Association.

"2. That in this capacity the defendants had refused to deal with the plaintiff upon the ground that the latter was indebted to another member of the same association."

We omit the third allegation as it is immaterial for our purposes. After stating and commenting on this allegation, the Journal proceeds:

"The other contentions of the plaintiff, however, (1 and 2) are those which brought the question of an unlawful conspiracy most squarely before the court; and it is upon these points that the decision is most instructive in its bearings upon the position of trusts before the law. It appears not to have been seriously denied that some of the articles contained in the agreement under which the Funeral Directors' Association was formed were such as to constitute it an illegal trust or conspiracy. The court held, however, that if the association was a trust, it might properly be dissolved and its members punished by the state, but no civil action could be maintained against it except by some one who had been aggrieved or had sustained actual legal damage as a result of some overt act committed by the trust in pursuance of some one of its illegal purposes. Thus we are brought to a consideration of the real question at issue, whether it is lawful for a number of firms or corporations engaged in the same line of business to combine for mutual protection against those who have failed to fulfill their obligations toward one or more members of the combination. Upon this point the court said: 'We do not think the article of association which we have said was pertinent to this inquiry, is in violation of the statute, or an offense at common law. It simply provides that the members of the association are not to render services for or furnish burial material to any person who

has become indebted to a member of the association and fails or refuses to discharge it. One has the right to decline to enter into a business undertaking with any one. The law does not impose such an obligation upon any one. This being true, any number of persons can enter into an agreement by which they can decline to assume business relations with or to enter into any contract with one or more persons. * * * As those who are members of the Funeral Directors' Association, for a good reason, or for no reason, had the right to decline to render services or furnish burial material, and, if they saw proper, to decline to render services because Miller's Sons asserted a claim against Brewster, their refusal creates no legal liability against them.' The court then quotes approvingly from 'Cooley on Torts': 'It is a part of every man's civil rights that he be left at liberty to refuse business relations with any person whomsoever, whether the refusal rests upon reason or is the result of whim, caprice, prejudice or malice. With his reasons neither the public nor third persons have any legal concern.' "

The decision, accordingly, was adverse to the plaintiff, because he had failed to show legal damage resulting from any of the unlawful purposes for which the trust may have been formed.

When it is taken into consideration that this same Journal of Commerce, in referring to our suits a year ago, was disposed to criticise this association very severely for its part in the contracts then under discussion, it would appear that even the editor of this paper has received some light through the educational process referred to in the early part of this report, as evidenced by the comments he makes in this same article, as follows:

"A knowledge of the sound principles announced in this decision is indispensable to any fruitful discussion or thorough understanding of the subject of trusts. Even a trust may number among its aims some which are not obnoxious to the law. Trust apologists have shown much ingenuity in giving prominence to such objects and results of trust formation as are not only unobjectionable, but even, in some cases, altogether salutary; the opponents of these associations, on the other hand, have too often alleged as grounds of complaint against them acts to which the law takes no exception. It is well that both sides should be reminded that the mere act of combining is not forbidden; that a lawful purpose of a combination is not to be condemned merely because the same combination has other purposes in view which

are not lawful; finally, that the law, while it insists upon the maintenance of markets freely open to competition, leaves nevertheless a very wide latitude for the formation of associations not inimical to the public welfare."

Having now at considerable length referred to these various suits and to decisions upon questions in which we are, especially at this time, vitally interested, as they have a direct bearing upon the points at issue in the pending suits, it may be well to consider the general condition of the rebate system, aside from the legal complications which have been forced upon us.

To quote again from last year's report, we repeat the following from Mr. Coffin:

"The success of the rebate plan depends upon the good will and personal interest of those interested therein, and does not rest upon any legal basis."

Can we assert, in making our report at this time, that we have the "good will and personal interest" upon which the success of the plan undoubtedly depends, in the same measure as we had in its earlier days? It will not for one moment be claimed by any one at all familiar with the present status of the work of this committee that we have. The question which this association will have to solve, and should solve at this meeting, is, how can we restore this good will and active personal interest, both on the part of the manufacturers and of the dealers? Your committee can, as usual, introduce resolutions reaffirming our faith in the plan, and would undoubtedly have no difficulty in securing a unanimous vote in favor of such resolutions; but everyone realizes at this time that much more is required to put us upon a basis that will promise the improved results which it is absolutely necessary to obtain.

The idea that the majority of retailers could at least have some measure of protection by the proprietor's refusal to recognize direct orders from cutters at largest discount, as noted in our former report, received marked encouragement up to the time that that report was written. During the current year, however, a very considerable change has characterized the actions of at least some of the proprietors who then adhered to that system. Four especially prominent ones notified this committee, soon after our last annual meeting, that for various reasons, which it is not necessary to repeat here, they would have to recede from their former position. A meeting of a portion of this committee was held in the city of Chicago to consider this communication, and a special commit-

tee, consisting of Messrs. Noyes, Myers and Coffin, appointed to wait upon these proprietors and present petitions from jobbers protesting against this change. This committee met three of these proprietors in the city of Boston, holding a two days' conference with them, the results of which are well known to the trade.

The information sent to manufacturers has always been collected at considerable trouble and expense by this committee, and furnished at the request of several proprietors selling under this system, in compliance with the promise which was made to the pioneers by those who originally urged its adoption, and which their successors have considered themselves bound to faithfully carry out. Whether it would be better for each manufacturer hereafter to depend entirely upon information obtained through his own individual representative, rather than as heretofore, it may be well for this meeting to determine. As a matter of fact, however, it can be stated that where such a course has been relied upon by manufacturers in other lines, a very indifferent compliance with the restrictions imposed has resulted.

It should not be understood that this committee wishes our members to infer that this change in the attitude of a few manufacturers is due to an indifference on their part to the interests of their distributers. We are convinced that they realize fully the detriment to their own interests that would ensue if all, or a greater part, of the profits now made by the wholesale distributers were lost, as the result of an abandonment of rebate contracts; but it unfortunately happens that one of the classes of dealers whom it was sought to protect under this arrangement have not only not co-operated with us to maintain it, but have, for the most part, sought to influence the manufacturer against it; and, as he is vitally interested in retaining the good will of the final distributers, this opposition on their part to this plan has had the inevitable result. Of course, if it were possible (but experience seems to prove it is not) to have the retail trade united in favor of some system under which they were secured a reasonable profit, the work could be more successfully carried on. Whether, with the conditions prevailing in their ranks at present, we can maintain the rebate system so far as the wholesalers are concerned, is a question which time alone can solve. That cutting is continued in a ruinous fashion by the retailers is certain, and it is also evident that the antagonism against these proprietary medicines which they are obliged to handle at or near cost is rapidly spreading.

While the retailers in this country appear, for the present at least, to have abandoned all efforts toward uniting in favor of any protective measure, the retailers of England, under the energetic leadership of Mr. Glyn-Jones, have within a year made rapid strides in this direction. In an interview which your chairman had with Mr. Jones recently in London the latter expressed himself as fully satisfied with the progress that had been made, and yet it was admitted that but 2,500 of the 9,000 druggists (or "druggists and chemists," as they are called over there) handling proprietary medicines in the United Kingdom, had joined this "Proprietary Articles Trade Association," and also that, in addition to these druggists, there were probably 20,000 grocers who handled, to some extent at least, these same articles; and thus it appears that our British friends have considerable work still ahead of them before they thoroughly master the problem.

One essential difference between the mode of procedure adopted by our English friends and that pursued by the retailers here is this: The English retailer starts out with the proposition that if all, or nearly all, those who handle these articles at retail will agree upon a plan for regulating prices, the wholesalers and the manufacturers are bound to co-operate with them; while in this country the retailer has taken the position that the proprietor alone can, and must, enforce such regulations. The former course has resulted in comparative success; the latter, as we well know, in each case so far tried, in absolute failure. Quite a number of prominent proprietors in England promptly acceded to the request of the retailers, when presented as it was there in the manner above referred to, and the profit to the jobber was also assured, although that class took no active steps in the initial movement. Since it has been in operation, however, they, as well as the manufacturers, are represented on the Executive Committee having charge of the plan, and thus far the happiest results to all three classes are reported by Mr. Jones.

It will not be denied by the manufacturers that the comparatively uniform good will of the jobbers, assured under the rebate system, has been of manifest and continued advantage to them. There is an almost universal determination on the part of the wholesale druggists to stand by the letter and spirit of the resolution adopted by this association at its meeting in 1887, as follows:

"Resolved, That it is the duty of the members of this association to recognize the validity of the trade marks of proprietors, and

to discourage the sale of such goods as may be fairly considered infringements."

It having come to the notice of your chairman that the trade had been solicited by a Western manufacturer to handle an article which, under a decision which was rendered by Judge Lochren, could be sold under a name which had been popularized by a vast expenditure of money and labor, and his attention having also been called to the effort by a New York concern to introduce an article under precisely the same name as that which has been popularized in a similar manner by a prominent proprietor, one of our members, the circular of March 15 was issued, in the full confidence that such a step would meet the approbation of a large majority of wholesalers. Your committee was not only not disappointed in this respect, but believes that, with the exception of a very few orders, which have been filled by wholesale druggists when secured by the agents of the manufacturers, the original and genuine articles alone have been stocked and handled by the wholesale trade. These facts are simply presented by your committee, without commenting upon the probable conditions which would result from an abandonment of all efforts toward mutual protection. It cannot be claimed that each has fully performed his duty to the other in this respect during the years this plan has been in operation, but that the situation would be infinitely worse if it had not been maintained in a comparatively successful manner during all this time no one will attempt to deny.

As the supply of Rebate Lists was exhausted, and a great many changes and corrections were to be made, a new edition was prepared with much care and issued in February, 1897. Three thousand copies were printed, all bound in leather, of which 2,000 were interleaved, for convenience in making corrections and additions. About 800 copies are still on hand.

The usual routine duties were performed by this committee, the number of original letters sent out during the year being about 3,000, while the total number of circulars mailed was about 6,000, the latter, of course, being considerably less than in former years, for the reason that the issuing of a list of cutters at retail has been abandoned since April, 1895. In addition to this, two supplements to the new Rebate List have been issued, the number of copies distributed being about 5,000.

M. N. KLINE, Chairman.

(COPY.)

Brief and Arguments, J. D. Park & Sons Co., vs. National Wholesale Druggists Association.

NEW YORK SUPREME COURT,

County of New York.

John D. Park & Sons Company, Plaintiff,
Against
The National Wholesale Druggists Association and others, Defendants.

Memorandum on behalf of defendants, Thomas F. Main, I. S. Coffin and E. G. Wells, on the order to show cause why they should not be punished for contempt.

This motion is founded upon the affidavits of O. H. Jadwin and A. M. Boney, and yet the plaintiff's attorney on the argument referred to the complaint, and to many matters not mentioned in these affidavits, apparently with a view to reopening the whole case.

We trust the Court, especially in proceedings for contempt, will enforce the rule that the moving papers only are to be considered.

We pause to remark in passing that it is quite significant that no affidavit is presented by any officer of the plaintiff at all.

The Court will find that Mr. Boney, at Fol. 5 of his affidavit, in describing the complaint, states that it averred among other things: "And to that end the said committee has used and sent out to the said manufacturers circulars and black-lists or lists of Park Supply Agents similar in all respects to those hereto attached marked Exhibits C, D, E and F."

In other words, he states that precisely similar circulars to those which he now argues are evidence of a contempt were laid before Judge Truax when he granted the preliminary injunction ex parte May 13, 1896, and before Judge Russell when he vacated most of that injunction October 12, 1896.

The Court will find Judge Truax's order of injunction printed as Exhibit A to the affidavit of Gilbert K. Harroun, Jr., in the moving papers. At Fol. 11A, Judge Truax forbade the defendants "from continuing to spy upon its business or ascertain the names or places of business of the persons from whom it buys or to whom it sells any of such proprietary goods; from continuing to issue or distribute by and through the said Committee on Proprietary Goods, or by any other means whatsoever, circulars or lists of the persons so buying from or selling to this plaintiff, or of the persons to whom such goods may be sold." And at Fol.13A,"and specifically from issuing or distributing any lists or circulars or doing any other thing to advise or inform the defendants herein, or any of them, or any other members of said association, or any other person or persons of the names or places of business of any person or persons refusing to make or violating such unlawful contracts or agreements, of the names and places of business of any person or persons buying from or selling to this plaintiff, or of the names and places of business of the person or persons to whom said goods may be sold."

It would be impossible to prohibit more fully or clearly the acts which the plaintiff now charges as illegal and improper.

But Judge Russell, in his order entered October 12, 1896, vacated this injunction in all these respects, and confined himself to enjoining a conspiracy or combination to prevent the plaintiffs from freely purchasing proprietary drugs and medicines.

Exactly what combination was in his mind may be seen from the memorandum which he handed down September 9, 1896, in which he said it would be unlawful for any manufacturer, by means of a combination, to prevent a customer who broke his contract with him from obtaining proprietary goods from anybody else.

And Judge Russell, with all that is now before this Court, and a great deal more, filling a single volume with printed affidavits, stated that he was in doubt whether any of the defendants were guilty of such conduct, and preferred to reserve his opinion until the final trial of the case.

But in this order he distinctly affirmed the right of the proprietor to make any contract he chooses with his customer as to the price at which his own goods should be sold.

And he expressly reserved what was fairly implied from his vacation of Judge Truax's order in these respects, the right of the defendants to obtain and impart information as to the "manner in which the plaintiff conducts his business or any violation of any agreement with any specific manufacturer or wholesale dealer."

The plaintiff's attorney argues that the disjunctive "or" in this case should be read as if it was "that is." In other words, that the defendants were privileged simply to obtain and impart information of any violation of any agreement the plaintiff might have made with any specific manufacturer or wholesale dealer.

That no such narrow view was in the mind of the Court may be seen from the language of Judge Russell in his memorandum of September 9, where he says: "As an association it is lawful for the association and the manufacturers to provide means for obtaining information as to the acts of firms violating any proper agreement in regard to the sale of proprietary drugs by any of the associates or the customers of such associates."

Indeed, as the plaintiff's contention is that it never has made and never will make a rebate contract, the injunction as construed by the plaintiff's counsel would be perfectly useless, because it would reserve the right to obtain and impart information about breaches of contracts which the plaintiff has never made.

We pause here to point out that Judge Russell, in his memorandum of September 9, expressly sustained the right of the proprietors to enter into rebate agreements: "It is also lawful for the manufacturers individually to agree with their customers that those customers shall sell the particular goods manufactured by the vendor for a certain price, so far at least as not to render the manufacturer liable to third parties for doing an unlawful act, however much doubt there may be as to such manufacturer's being able to enforce an executory agreement of this kind by proper legal proceeding."

"It is also lawful for each manufacturer to refuse to sell to any customer for any reason, however capricious, any goods manufactured by him."

In other words, the rebate system is lawful and the manufacturer may enforce it by refusing to sell to any person, and what is unlawful is a combination of all the proprietors agreeing not to sell to any person who violates a contract with a single proprietor.

The defendants' affidavits show clearly why the rebate contract is useful to the proprietor, and if it is a reasonable contract, then it is a valid one, even though it may restrict trade.

This is the doctrine as stated in the later cases of Diamond Match Co. against Roeber, 106 N. Y., 474, and Hodge against Sloane, 107 N. Y., 244.

In the latter case Danforth, J., said: "Assuming with the respondent that the covenant is in restraint of trade, it is still valid if it imposes no restriction upon one party which is not beneficial to the other, and was induced by a consideration which made it reasonable for the parties to enter into it; or, in other words, if it was a proper and useful contract, or such as would not be disregarded without injury to a fair contractor."

Having these considerations in view, let us examine the documents complained of.

First, the circular to the rebate proprietors, explaining the action of the last annual meeting of the association, and communicating to them the opinions and decree of Judge Russell, is absolutely devoid of any evidence of combination to injure the plaintiffs.

The association in that circular recommends the rebate system. This is purely advisory, and the association, having the interests of the trade at heart, has a clear right to advise the doing of what it thinks beneficial to the trade.

It then goes on to point out the great injustice of a proprietor's restricting the sale of his goods, and at the same time selling them to persons who he knows violate their contracts. Such a course of dealing exposes honest people who intend to keep their contracts to the competition of dishonest people who do not.

Therefore, the circular says to the rebate proprietors to whom alone it is addressed: "If you do not intend to maintain the rebate system, by all means take all restrictions off your goods: and in order that there may be no deception a blank form is enclosed to be signed and returned by those proprietors who do intend to maintain honestly the rebate system."

This circular may be scanned from end to end without the discovery of a syllable showing coercion or threats or compulsion upon the part of the association toward the rebate proprietors or anyone else.

If it be said that the circular is addressed to all the rebate proprietors, the answer is that the legal effect is the same as if the secretary had been at the pains of writing at the head of each circular the name of a particular proprietor.

Second. Coming now to what the plaintiff calls the "blacklist," that is, the list notifying rebate proprietors of the persons who sell the proprietors' goods to the plaintiff and of the persons who cut prices.

The plaintiff's name figures largely in the circular, but the Court will recollect that it is a notorious cutter of prices, and that it claims the right to sell the goods of all the rebate proprietors beneath the terms they fix at any figures it chooses.

As the plaintiff cuts the prices of all articles, it may very well happen that all the rebate proprietors may refuse to sell to it, not because of any combination between them to protect each other, but because in each case the proprietor is protecting his own goods. The defence may well be as general as the attack.

The right was expressly reserved to the defendants to obtain and impart information as to the manner in which the plaintiff conducts his business. By this we understand the manner in which he obtains the goods of the rebate proprietors so as to be able to sell them below the prices fixed.

The plaintiff could not do this except by violating his contract with the rebate proprietors or by availing himself of the violation of other people's contracts. Therefore, if the system is to be maintained at all, the rebate proprietors must be informed of the jobbers and stalking horses who are willing to break their contracts with the proprietors, because the plaintiff never buys directly.

If the plaintiff is willing to buy proprietary goods on the same terms as everybody else is allowed them, he can buy as much and as often as he wishes; but he is not willing to do this, and he gets the goods by indirection, so that he may cut rates and injure the trade of the proprietors.

If there is any restriction of trade in this, it is a restriction incidental to the maintenance by each proprietor of his own rebate system and not for the purpose of injuring the plaintiff.

it is a restriction in favor of honest dealers who keep their contracts as against dishonest dealers who break them.

The other circular complained of is a list of persons who, in the opinion of the Committee on Proprietary Goods, are really wholesalers as distinguished from retailers, and who may be relied upon to keep their contracts. This list, as well as the other, is sent to the rebate proprietors as a mere matter of information, there being no compulsion whatever upon the rebate proprietors as to the course they will pursue after receiving the information.

It is thought that the Court cannot fail to see that this motion is an effort to reopen the whole case, which has been elaborately argued before another judge, and if possible, to dispose of the merits which he has reserved for a final hearing upon a motion to punish for contempt.

ROBINSON, BIDDLE & WARD,
Attorneys for Defendants.

HENRY GALBRAITH WARD,
Advocate.

In the Court of Common Pleas, No. 4, for the City and County of Philadelphia.

SITTING IN EQUITY.

Of September Term, 1896. No. 496.

JOHN D. PARK & SONS COMPANY, a corporation organized under the laws of the State of Kentucky, *Plaintiff*,

against

J. C. ELIEL *et al.*

THE JOINT AND SEVERAL ANSWER OF

J. C. Eliel, W. A. Hover, Henry B. Gilpin, A. B. Merriam, C. F. Weller, Fred. L. Carter, Frank A. Faxon, Daniel Myers, Mahlon N. Kline, George A. Kelly, Daniel R. Noyes, Robert W. Powers, W. J. Walding, George B. Bower, J. D. Price, M. C. Peter, William A. Robinson, Thomas Lord, N. Ashley Lloyd, James E. Davis, C. C. Voorhies, Edward C. Frisbie, John A.

Gilman, Robert Shoemaker, C. F. G. Meyer, J. C. Fox, George L. Muth, Frederick Aschenbach, Adolph W. Miller, C. F. Shoemaker, Miers Busch, William O. Blanding, Charles A. West, Joseph E. Toms, Defendants.

These defendants now and at all times hereafter saving and reserving unto themselves all benefit and advantage of exception which can or may be had or taken to the many errors, uncertainties and other imperfections in the said Plaintiff's said Bill of Complaint for answer thereto, or unto so much and such parts thereof as these defendants are advised is or are material or necessary for them to make answer unto, these defendants severally answering, say:

FIRST. The defendants believe that the facts set forth in section 1 of Plaintiff's complaint are true, but have no personal knowledge thereof, and pray that the same may be proved if material.

SECOND. Said defendants have no knowledge or information as to the allegations of section 2 of the complaint, and ask that the same may be proved if material.

THIRD. Defendants admit so much of section 3 of the complaint as alleges that the National Wholesale Druggists' Association is a voluntary and unincorporated Association formed of the defendants and many other persons, but deny that any other persons than the members of the Association have entered into any agreement to or with defendants to abide by its rules or regulations. The defendants aver: That the said National Wholesale Druggists' Association is composed of four classes of members: a. Wholesale and jobbing druggists. b. Wholesale druggists who own proprietary articles. c. Manufacturers and proprietors of proprietary articles solely. d. Manufacturers of chemical or pharmaceutical preparations, and not interested in proprietary articles at all.

That the percentage of the wholesale and jobbing druggists who are members of the National Wholesale Druggists' Association amounts to about one-half of the wholesale jobbing druggists of the United States. The manufacturers of proprietary articles were, until 1892, merely associate members, and were not entitled to vote. Since 1892 many manufacturers have become regular members of the Association. The defendants admit that the members of the Association are supposed to be bound by the

Constitution and By-Laws so long as they continue to remain members of the Association, in which respect the National Wholesale Druggists' Association does not differ from any other organization, either religious, political or social. But the defendants have no knowledge of any person or persons who have either agreed to, or do as a matter of fact, abide by the rules and regulations of such Association, except the members thereof as hereinbefore stated, and pray that these allegations may be proven if deemed material.

FOURTH. Defendants believe that the facts set forth in section 4 of the Complaint are true so far as they relate to the names, occupations and official positions of the various persons named therein. Defendants admit that they have been participants in the meetings and doings of the National Wholesale Druggists' Association, but deny that they have participated in, or have authorized any unlawful acts, undertakings or agreements, as is in the said complaint alleged.

FIFTH. Defendants believe that the facts set forth in section 5 of the complaint are true so far as they relate to the names, occupations and official positions of the various persons named therein. Defendants admit that they have been participants in the meetings and doings of the National Wholesale Druggists' Association, but deny that they have participated in or have authorized any unlawful acts, undertakings or agreements, as is in the said complaint alleged.

SIXTH. Defendants believe that the facts set forth in section 6 of the complaint are true so far as they relate to the names, occupations and official positions of the various persons named therein. Defendants admit that they have been participants in the meetings and doings of the National Wholesale Druggists' Association, but deny that they have participated in, or have authorized any unlawful acts, undertakings or agreements, as is in the said complaint alleged. The defendants deny that they or the National Wholesale Druggists' Association have, or are carrying out, any wrongful or illegal acts, or are aided and abetted by any one in carrying out such alleged wrongful and illegal acts.

SEVENTH. Defendants believe that the facts set forth in section 7 of the complaint are true so far as they relate to the names, occupations and official positions of the various persons

named therein. Defendants admit that they have been participants in the meetings and doings of the National Wholesale Druggists' Association, but deny that they have participated in or have authorized any unlawful acts, undertakings or agreements, as is in the said complaint alleged.

EIGHTH. Defendants believe that the facts set forth in section 8 of the complaint are true so far as they relate to the names, occupations and official positions of the various persons named therein. Defendants admit that they have been participants in the meetings and doings of the National Wholesale Druggists' Association, but deny that they have participated in, or have authorized any unlawful acts, undertakings or agreements, as in the said complaint alleged.

NINTH. Defendants believe to be true so much of section 9 of the complaint as alleges that the defendants in said complaint are engaged, in their respective places of business, in the manufacture and sale of the several patent medicines or proprietary goods on which they each respectively have patents or copyrights from the United States of America, or in the business of buying and selling proprietary goods of each other, and of all manufacturers thereof, or in the sale of the same on commission, either as wholesale or jobbing druggists. Defendants admit that they were, prior to the matters set forth in the complaint, active competitors in business, and aver that they are still active competitors, and have not ceased to be active competitors by reason of any of the matters and things set forth in the Plaintiff's Bill. As to the allegation in said section that the said defendants were, and, but for the matters mentioned in the said Bill, would still be active competitors in the sale of the plaintiff's goods, defendants have no knowledge whatever, and pray that the same may be proved if material. Defendants deny that their business has been governed by the resolutions, or in accordance with the dictation, of the National Wholesale Druggists' Association, or that they were bound as members of said Association, or by any contract or agreement, to comply with any other rules and regulations than those prescribed by the Constitution and By-Laws hereinafter set forth. They admit that they may have severally, from time to time, adopted such suggestions as to the conduct of their business as commended themselves to their business judgment, whether these suggestions were made by the National

Wholesale Druggists' Association or by any other person or persons, but deny that there was any tacit understanding or moral obligation upon them to do so.

TENTH. The defendants believe that the facts set forth in the first paragraph of section 10 are true. As to the allegations contained in paragraph second of said section 10, the defendants deny every statement, inference or suggestion that they have been or are parties to any combination or conspiracy to control and regulate the trade of proprietary goods, or to prevent any person or persons from doing any business as a wholesale jobbing druggist, except under and in accordance with the rules and regulations of the said Association, or to prevent competition between themselves, or limit and restrict the business of each to certain restricted or exclusive territory tributary proximate to each respectively, as in the said paragraph is alleged. The defendants admit that at one time the National Wholesale Druggists' Association recommended to its members that a uniform charge for boxing should be adopted by its members, but the recommendation was never accepted or acted upon by the members, and no uniform rule did or does now prevail. The defendants admit that other rules and regulations were adopted as hereinafter mentioned, but deny that any of these regulations or suggestions or resolutions had for their purpose the destruction of competition, or the control of the sale of proprietary or other medicines, or the oppression or injury of any person or persons whatsoever, or any other purpose than was proper and lawful, and for the benefit of the trade; and they specifically deny that any rules or regulations, agreements or understanding, were ever designed, adopted or capable of being used for the oppression or injury of any person or persons whatsoever, including the plaintiffs. Defendants admit that many of the wholesale jobbing druggists did, some time in the year 1876, form an unincorporated Association, known as the "Western Wholesale Drug Association," the name of which was, in the year of 1882, changed to that of the "National Wholesale Druggists' Association," and that the said last Association is still in existence. The defendants, however, deny that the said Association was organized for any unlawful purposes, as alleged in the complaint, and aver that the purposes of this Association are set forth in its Constitution, correctly and completely, as follows:

"Whereas, it is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound business principles; to establish rules and regulations whereby all grievances and differences may be fairly and equitably adjusted, we do hereby form ourselves into an association and agree to be governed by the following constitution and by-laws." (Copies of the Constitution and By-Laws are appended to this Answer and marked Exhibit "A.")

The members of the National Wholesale Druggists' Association are divided into active and associate members; the former are all engaged in the wholesale drug or proprietary medicine business, or are manufacturers of chemical and pharmaceutical preparations, and have the right to vote; the latter are persons engaged in businesses collateral to the wholesale drug business, and have no right to vote except upon the question of time and place of meeting.

The business of selling proprietary medicines is a part only of the business conducted by the members who are wholesale druggists. Of the defendants in this case only two represent proprietors or manufacturers exclusively, and the others are wholesale druggists, some of whom own proprietary articles sold upon the contract plan.

Until 1892 the manufacturers of proprietary medicines were only admitted to associate membership. In 1892 the constitution was changed admitting them to active membership. In 1894 the constitution was again changed, and none but those engaged in the wholesale drug business were admitted to active membership, as had been the case prior to 1892. Those proprietors, who became active members by the action of the association in 1892, were given their option to remain as active members or take their position on the associate list, and many of the manufacturers preferred to be classed, and are now so classed, as associate members.

The association has no fixed offices anywhere, nor any regular place of meeting. Annual meetings are held in various cities, as the association determines. None of the officers, except the secretary, has any salary, and it has no property whatever other than

the dues of the members, which are applied to meet its current expenses.

Defendants deny the allegation in said paragraph (second of section 10) that ninety-eight per cent. of the wholesale jobbing druggists in the United States have agreed to submit to the rules and regulations of the said association, or have combined or conspired together to accomplish by means of said association any of the alleged unlawful ends and purposes.

ELEVEN AND TWELVE. The defendants deny the allegations in sections 11 and 12 of the complaint, to the effect that they either individually, or as members of the National Wholesale Druggists' Association, have bound themselves to sell their respective proprietary goods or patent medicines upon the contract plan hereinafter recited, or have urged and forced by threats of business obloquy and loss of business any manufacturer of proprietary goods or patent medicines within the United States either to become members of their Association or agree to be bound by its rules or regulations or to adopt for the sale of his proprietary goods, the contract plan or rebate system so-called. The defendants further deny that they ever agreed to refuse, or through any tacit understanding, have as a matter of fact refused or threatened to refuse to handle the proprietary goods of any manufacturer who was unwilling to sell his goods upon the said rebate plan. But on the contrary, the defendants aver that they and the other members of the Association, as far as the defendants are aware, have always bought and sold, and do at the present time buy and sell freely, the goods of all manufacturers, whether said goods are sold under the hereinafter described rebate plan or not. The defendants admit that the National Wholesale Druggists' Association, through its Committee on Membership, solicit all reputable wholesale druggists to join the Association, and further admit that manufacturers were requested and solicited to sell their goods upon the rebate or contract plan hereinafter more fully described, but the defendants deny that either threats or menaces, or any inducements, were offered to the manufacturers for the purpose of inducing them to sell their goods upon this plan other than the obvious benefit which would accrue to them through the increased opportunities it afforded to their agents to secure customers for their respective goods. Without attempting to further answer specifically and seriatim

each and all the allegations, insinuations, and misstatements in said several sections, 11 and 12, of Plaintiff's Bill, the defendants aver that the following is a correct and complete account of the origin of the so-called rebate plan, the purposes which it was designed to accomplish, and the methods which were adopted to render it effective:

The various manufacturers of patent or proprietary articles in the United States were accustomed long prior to 1876 to sell their goods to the public by means of agents, to whom the goods were either consigned on commission, or sold outright, with an understanding that they were not to re-sell them below the price fixed by the manufacturer. This understanding, when adhered to, assured substantially the same rate of commission to those agents who received the goods on commission as to those who purchased them outright. It was also understood between the manufacturer and his agents that if a manufacturer should lower the price of his goods at any time, he would give the agents, to whom he had already sold goods, a proper credit. It was further understood by the manufacturer that his distributing agents would not share their commissions or profits with those to whom they sold the goods, and thereby destroy the uniformity of price at which he wishes to have his goods sold in the market.

About 1876 a number of manufacturers discovered that their goods were being sold in the market below the prices they themselves had fixed upon them, and that this was due to the fact that their distributing agents were either sharing their commissions with those to whom they sold the goods or were re-selling the goods they had bought at prices below those fixed by the manufacturers of them. This worked a serious injury, not only to the majority of the distributing agents, who were unable to handle goods unless assured of a proper commission, but also to the manufacturer as well, because the business of handling proprietary articles became so unprofitable to the smaller agents or jobbers that the number of these distributors was in danger of becoming reduced, and the manufacturer placed at the mercy of a few large wholesale druggists, who were likely to monopolize the entire business. The Western Drug Association, and the National Wholesale Druggists' Association, representing a number of the agents and distributing dealers for the various manufacturers throughout the country, having called the attention of the several manufacturers, for whom they acted, to this unsatis-

factory condition of the trade, strongly urged them that their respective businesses would be greatly extended if their agents could be guaranteed a proper commission for handling the goods. This commission had not exceeded on an average the actual cost to a majority of agents of handling the goods. Some of the manufacturers, therefore, adopted what is known as the rebate or contract plan for the sale of their goods, and required their distributing agents to agree that they would not sell the goods below the price fixed by the manufacturer. No threats or pecuniary inducements of any kind were used to persuade any manufacturer to adopt this plan, but the representation of the benefit which would accrue to the majority of his distributing agents who, because of their small resources, were unable to handle the goods as cheaply as the few who could command large capital was entirely sufficient to persuade such manufacturers as adopted the rebate plan to adopt it for their own benefit. No attempt was made to dictate to any manufacturer the price at which he should sell his goods, and every manufacturer was left at liberty to sell them at any price he might choose through his various agents. The acceptance of the rebate plan became more general, and every legitimate argument was used by the National Wholesale Druggists' Association to persuade the manufacturers generally to adopt it. A refusal, however, of any manufacturer did not subject him to any penalties or annoyance, and he was as fully qualified to join the National Wholesale Druggists' Association as if he had adopted the plan, and his goods were accepted without any discrimination by the dealers who composed the members of the National Wholesale Druggists' Association. The only advantage the rebate proprietor secured was in the increased stimulus to sell his goods which the guaranteed commission supplied to the agent.

With this relation between the manufacturer and his wholesale agent the National Wholesale Druggists' Association, or its members (except the member making the contract), have nothing whatever to do. Each manufacturer uses such a form of contract with his agent as suits himself and names such rates as he pleases. And he sells upon such terms, not simply to members of the National Wholesale Druggists' Association, but to any and all other reputable wholesale druggists or distributors whether members of the association or not.

This contract or agreement between a manufacturer and his agent or vendee, whereby the former promises to pay the latter a commission or rebate if he will comply with the manufacturer's terms of sale, is the only agreement of any sort that exists. Everything else is advisory. There is no agreement between the manufacturers. There is no agreement between the wholesale agents. There is no agreement between one manufacturer on the one part and all the wholesale agents as a body on the other part or between all of the manufacturers as a body and any wholesale agent.

It is of vital interest, however, to every wholesale agent as well as to the various manufacturers that every other wholesale agent shall keep his lawful contract, because the violation of such contracts has led to the utmost loss and demoralization of business. It has deprived the manufacturers of articles made under patents or secret processes of their ability to control the price of their own manufactured goods; and has interfered both with their business and their legitimate profits. It has subjected the agents who kept their promises to the competition of those who broke theirs. It put honest agents in the power of those who were dishonest.

No wholesale druggist who keeps his contract can retain his trade in the face of the competition of those who violate their contracts. Either such agents must be precluded from violating their contracts or the other agents must be released from keeping theirs. No middle course is possible.

Accordingly among the many committees of the National Wholesale Druggists' Association, there is a committee on Proprietary Goods, which informs the proprietors, whose goods are sold under the contract plan, at their request, of every instance that comes to its knowledge of a jobber's violation of his contract with any proprietor.

The object of the arrangement which was entered into was not in any way to enable one manufacturer to regulate the prices of others, but simply to devise an economical system by which it could be ascertained whether or not there was a violation of the contract terms on the part of any wholesale dealer and agent of any manufacturer selling his preparations upon the contract or rebate plan. This violation was known to the trade as "cutting prices." The arrangement left each manufacturer free to act in such way as he might see fit, though of course his own self-inter-

est dictated that he should act in a way which would deprive the person who has failed to perform his duty towards him, of opportunity to injure him in the future.

The "cutting" of prices to a certain extent was secret and difficult to ascertain. An arrangement was therefore entered into by which a committee of the National Wholesale Druggists' Association was appointed with power to ascertain whether or not dealers did "cut" prices. It would have been exceedingly expensive for each manufacturer to have maintained a system for his own use. By a general system of detection, under the supervision of the agents who kept their contracts, the service was rendered more efficient and the cost was decreased.

The committee has, therefore, acted for the benefit of each manufacturer in furnishing information to each, and evidence of violations of contracts on the part of the manufacturer's agents, leaving the manufacturer or proprietor free to act as he should see fit upon the basis of such information.

All these persons who cut prices, including the plaintiff, had entered into agreements, either expressed or implied, that they would maintain the prices of the manufacturer whose goods were bought under the conditions named by him. It might happen that one of these persons "cutting" prices might for the time being deal in the articles of one manufacturer and not in the articles of another. It was generally believed by the parties to the arrangement, however, that the person who violated his agreement with one, was unsafe to be trusted in selling the articles of other proprietors who sold under the contract plan. In many cases, therefore, though not obliged by any agreement or understanding so to act, when manufacturers ascertained that an agent had violated his agreement, and had cut the prices of another manufacturer for whom he was also agent, the manufacturers, because of the fear that if they sold to such agent they would be dealt with in a similar manner, refused after such ascertaining to sell to such agent at the rebate prices; i. e., the regular price after deducting the rebate paid in advance. That is to say such agent would no longer be allowed his rebate in advance upon the strength of his mere promises, but the rebate would be withheld until he satisfied the manufacturers that he had fulfilled his agreement.

It is not true, however, that there was any agreement, arrangement or understanding, which prevented any of the parties thereto from purchasing from a person who "cut" the goods of

another. All allegations to the effect that there was any such understanding, made in the bill, are untrue. The proprietor whose contract is broken and the other proprietors selling under the rebate plan, who receive this information, are at liberty to act in the premises exactly as they see fit, although it is hoped and expected that out of a sense of self-interest, at least the proprietor, whose contract has been violated, will refuse to sell at the rebate prices to the violator, until he receives satisfactory assurances that the contract will be thereafter maintained.

But there is absolutely no contract or agreement upon the part of the proprietors with each other or with the wholesale jobbers to take any such stand. There is no reward, no penalty or forfeiture of any kind inducing them to do so. No proprietor refusing to do so, even if a member of the association, would forfeit his membership. No damages could be recovered from him for refusing to do so, nor could he be required by injunction to do so. Each proprietor is influenced absolutely by his own judgment as to what is his best interest, and in point of fact, many proprietors do continue to sell, at rebate prices, to violators of their contracts after being informed of violations by the said Committee on proprietary goods, and many do and will sell at such prices to the violators of contracts with other proprietors. So far as defendants are aware the few proprietors who refuse to sell at any price, do so for reasons peculiarly personal to themselves.

THIRTEENTH. The defendants deny the allegations in section 13 to the effect, that under compulsion and fear of business obloquy or loss of trade all or nearly all the manufacturers of proprietary goods throughout the United States, have become members of the National Wholesale Druggists' Association, or have agreed and bound themselves to carry out and enforce the rules and regulations of such Association, without becoming members thereof, and they further deny that there is any obligation upon any one to adopt the said rebate plan. They deny that any one is obliged or expected or asked to sell his proprietary goods in accordance with the dictation of the Committee on Proprietary Goods or of the defendant, Mahlon N. Kline, the chairman of said Committee; but they admit that it is expected that the manufacturers who sell their goods upon the rebate plan will decline to give the commission or rebate to those who violate

their contracts after promising this commission or rebate to those alone who are faithful to their contracts.

FOURTEENTH. As to the allegations of section 14 of the complaint, the defendants aver that they have hereinbefore set forth a correct and full account of the purposes, powers and duties of the Committee on Proprietary Goods of the National Wholesale Druggists' Association, and have fully stated the scope and nature of all of the contracts, agreements or understandings between the members of the National Wholesale Druggists' Association, and they, therefore, deny the various statements, allegations and inferences set forth in section 14 of the complaint so far as they are inconsistent therewith. The defendants deny specifically that they have obtained control, or have sought to obtain control, of the trade in patent medicines or proprietary goods, or that they have received or sought to receive any benefits or rewards which are not freely and equally open to as many competitors as choose to accept them.

Every wholesale druggist or agent can receive the goods of every manufacturer, so far as defendants are aware, upon precisely the same terms as the defendants receive their goods, whether members of the National Wholesale Druggists' Association or not, and whether or not they buy or sell either their own goods or the goods of others upon the rebate plan.

The only discrimination that exists is between agents who keep their contracts and those who decline to keep them. And this discrimination is not made by the defendants or the members of the National Wholesale Druggists' Association, but by those manufacturers and proprietors who sell their goods upon the rebate plan, and over whom the Association neither has nor seeks to have any control, but who voluntarily and as a matter of justice decline to grant the same rewards to those who are unfaithful to their business contracts as to those who are faithful.

FIFTEENTH. The defendants believe that the allegations of section 15 are true so far as they relate to the organization of John D. Park & Sons Company and its membership in the National Wholesale Druggists' Association. But they have no knowledge of the motives which induced the said John D. Park & Sons Company to withdraw from the said Association, and do not believe that the said firm withdrew because of the reasons in said section alleged. On the contrary, J. D. Park & Sons, in 1876,

signed a petition to the manufacturers of proprietary goods, of which the following is an extract: "We therefore respectfully request your co-operation in placing the article you manufacture and control, upon a fair remunerative basis, by adopting a schedule of prices at which said goods shall be jobbed by the gross, or less quantities, and that you protect the dealers who shall maintain said jobbing prices by such inducements, rebates or other measures, as shall prevent the demoralization or cutting of said schedule prices." The defendants aver that at no time has the said firm of J. D. Park & Sons been expected or asked to comply with or abide by any rules and regulations of such Association except such rules and regulations as all the other members of the Association were expected to comply with so long as they remained members of the Association. The defendants deny that the said J. D. Park & Sons have declined to purchase goods under the rebate or contract system, and aver and expect to be able to prove that the plaintiffs have repeatedly and generally purchased proprietary goods from rebate proprietors, and have violated repeatedly the contracts which they have made with those proprietors. The defendants further aver that the plaintiffs have notoriously and openly sold proprietary medicine articles which they have obtained from other agents, whom the plaintiffs have induced to violate their contracts with their respective manufacturers in respect to the prices at which they had agreed to sell such goods, and that the plaintiffs have made every effort to induce said agents to violate their contracts for the purpose of building up plaintiff's business and obtaining a grossly unfair advantage at the expense of agents and proprietors who conducted their business honestly and honorably.

The defendants further aver that J. D. Park & Sons, the plaintiffs, did over their own written signature, on May 13, 1886, admit the violation by them of the agreements required of them and did pledge themselves, "And the honor of our house, that we will faithfully carry out in letter and spirit all such contracts as we may hereafter sign." Notwithstanding this said promise to the various manufacturers of proprietary articles in the United States, the plaintiffs have continued to violate their rebate agreements, both in letter and spirit, and have dishonestly obtained commissions from manufacturers who were unaware of these violations of their contract.

SIXTEENTH. The defendants deny the allegations contained in section 16.

SEVENTEENTH. Defendants deny that the National Wholesale Druggists' Association, of which they are members, through its officers, committees or authorized agents, ever called upon, or under threats of business obloquy and loss of trade ever attempted to induce, force or compel any manufaeturer of proprietary goods throughout the United States to refuse to sell their goods to the firm of John D. Park & Sons Company at any priee or upon any terms, for the purpose of arbitrarily destroying the business of said firm. On the eontrary, the defendants aver that they believe and are informed that the various manufaeturers of proprietary goods have always been willing, and still are willing, to sell to the said complainant all of their respeetive goods at the same prices at whieh they were sold to every other wholesale druggist or agent, whether members of the Assoeiation or not, and upon the same eonditions, provided the said complainant observes the same conditions that are imposed upon all of the other agents of the respective manufaeturers. The defendants further aver that sueh manufacturers as have declined to sell to defendants, do not decline to sell by reason of either the National Wholesale Druggists' Assoeiation or any agreement or understanding between the members thereof, but beeause of personal reasons, usually a personal injury suffered by the said manufacturer at the hands of the said plaintiffs. The defendants admit that the Committee on Proprietary Goods of the National Wholesale Druggists' Assoeiation, for the reasons hereinbefore set forth, have made every effort to persuade and induce manufaeturers who are selling their goods upon the rebate plan not to grant to the plaintiff, or to any one else who violates his contracts, the commission or reward whieh is only promised to those who faithfully observe their agreements; but defendants deny that they as members of the National Wholesale Druggists' Association ever authorized the Committee on Proprietary Goods to attempt to eompel or persuade the manufacturer not to sell at any priee or upon any terms to John D. Park & Sons Company, and defendants do not believe as a matter of faet, that the Committee on Proprietary Goods ever did, by threats, persuasions, or other means, attempt to induce the said manufacturers to decline to sell to the said plaintiff, as in the said seetion alleged. And the defendants aver that the various resolutions mentioned in the said

section are themselves evidence that the Proprietary Committee did not exceed the authority given to them by the said Association of which the said defendants are members; that the various resolutions refer exclusively to the violation of contracts by agents or to misrepresentations made by those manufacturers who asserted that they were selling their products upon the rebate plan, although they were known to be paying the same commission to those who violated their contracts as to those who kept them. The defendants aver and expect to be able to prove that the plaintiffs have not only been persistent violators of their own contracts, but have induced other agents to violate their contracts for their benefit, and that the business of the plaintiff was built up and promoted by such methods.

EIGHTEENTH. The defendants admit, as alleged in section 18 of the complaint, that in 1895 a plan, such as is set forth in section 18 of the complaint, was recommended by the Proprietary Committee and endorsed by the National Wholesale Druggists' Association at its session in Denver, Colorado, in September of said year, but said plan was never put into operation for the reason that very few of the proprietors to whom it was suggested approved the principle involved. Defendants deny that the purpose of this plan was to obtain a monopolization of the trade of proprietary goods or was in pursuance of any combination, conspiracy or unlawful purpose, as alleged by plaintiff in his complaint.

NINETEENTH. Defendants deny the allegations of paragraph 1, of section 19, of the complaint that defendants have been or are combining and conspiring to injure, ruin and destroy the business of the plaintiff, or have been or are attempting to induce, and, by threats of business obloquy and loss of trade, to force and compel each other and all the manufacturers of proprietary goods throughout the United States not to sell their own proprietary goods or the proprietary goods of each other or of any manufacturer thereof to the plaintiff in particular, at any price or upon any terms; or not to sell the same at any price or upon any terms to any person or persons whomsoever who should buy the same, or who would sell the same, or any part thereof, to the plaintiff. The defendants deny that they are attempting to induce by threats of business obloquy and loss of trade, or to force each other or any other wholesale jobbing druggist not to buy the proprietary

goods of the plaintiff, either from plaintiff or from any other person, as in said section alleged, or to induce them not to deal in or handle the plaintiff's goods or to suppress the payment for such goods, and they deny that either by resolutions or contracts, agreements or understandings they or any of them or the National Wholesale Druggists' Association, of which they are members, attempted, or desired, or have ever intended to make any of the unlawful acts in said section alleged. The defendants admit, however, that they have authorized the Committee on Proprietary Goods of the National Wholesale Druggists' Association to ascertain and inform the rebate proprietors who desire such information of the violation of any contracts, either by the plaintiff or the plaintiff's agents, but they deny that this information is furnished to any person but the manufacturers at whose request and on whose behalf the said information is obtained. They further deny that they have either agreed or bound themselves to refuse to sell the proprietary goods of any proprietor to any person or persons reported as buying from or selling to the plaintiff, or have induced any other person or persons through them, or under threats, to decline to have dealings of any sort with the plaintiff, and they further deny that they have bound themselves not to sell to the said plaintiff any proprietary goods of their own, or that they refuse to sell to him by reason of any contracts, understandings or engagements of any sort. In reply to the allegations and exhibits of the second paragraph of section 19, the defendants answer as follows: The defendants believe, and expect to be able to prove, and therefore aver that out of an extensive correspondence covering a period of fifteen years the plaintiff has selected the twenty-five letters received by him in the course of business, which in plaintiff's opinion corroborate the various allegations contained in the plaintiff's complaint, but the defendants aver that these letters do not correctly state the reasons which induced the writers to decline to deal with the plaintiff, and that this was due to the fact that they were either carelessly written, or written without a sufficient knowledge of the facts on the part of the writers. Defendants aver that the reasons mentioned in Exhibits 1, 2, 3, 4, 5, 6, 7, 9, 10, 11, 13, 14, 16, 17, 18 and 19 allege that the writers were restrained from selling to the plaintiff either by reason of

(a) The by-laws of the National Wholesale Druggists' Association;

(b) Clauses in their agreements with the National Wholesale Druggists' Association;

(c) Or because of restrictions imposed by the National Wholesale Druggists' Association, which had not yet been removed;

(d) Or because the writer would lose his standing with the Association;

(e) Or because the writer was compelled to act by the Committee of the National Wholesale Druggists' Association.

Defendants aver: (a) That there is no by-law, and never has been any by-law, since the formation of the National Wholesale Druggists' Association imposing such restriction;

(b) That there are no agreements, and have never been any agreements, on the part of the manufacturers with the National Wholesale Druggists' Association or with any members thereof, except such agreements as have been already, heretofore, more particularly and fully described;

(c) That no restrictions were ever imposed by the National Wholesale Druggists' Association, and that the only restrictions imposed were the different individual restrictions imposed by the various manufacturers for the sale of their own goods, as has been hereinbefore more particularly and fully set forth;

(d) The defendants admit that it is true that a manufacturer who professes to sell his goods under the rebate plan, and to pay commissions only to those who adhere to that plan, but who, nevertheless, violates this contract with his agents by paying the commission to those who have failed to earn it according to his terms, will lose his standing, not only with the members of the Association, but with any business community which becomes aware of his breach of faith. The defendants aver that such loss of standing would be the natural and proper result of an attempt to obtain a credit for fair dealing which was undeserved.

(e) The defendants deny that any compulsion was or could be exercised by the Association or any of its committee upon any manufacturer or members of the Association. The Association made every effort to persuade the proprietors who were selling their goods under the rebate plan, to act in good faith toward the agents who were observing their contracts, and to not discriminate against such agents by paying a commission to the

agents found guilty of violating the contracts, and who by obtaining such commission were enabled to injure the trade of those who faithfully adhered to their contract. Defendants aver that letters Nos. 8, 15, 22 and 23, give substantially the true reason why orders were refused by the writers, to wit: That they were compelled to discontinue selling to any one who should sell below their prices, in order to protect themselves with the wholesale druggists; and that it was the desire on the part of these writers to act fairly toward the large majority of their wholesale distributors, who lived up to their contracts, that compelled them, as honest men, to refuse a commission to the few dishonest agents who did not adhere to their terms. The defendants finally deny in answer to the other allegations in said section 19, that any discrimination is made between the plaintiff and any other person known to violate their contracts; but, on the contrary, they aver that the plaintiff's exhibits themselves disclose the fact that the Committee on Proprietary Goods of the National Wholesale Druggists' Association notify the manufacturers as hereinbefore described of the violation of their contracts by other agents than the plaintiffs as fully as the information at their command justifies them in doing.

TWENTIETH. The said defendants admit so much of section 20 of the complaint as alleges that the Committee on Proprietary Goods of the National Wholesale Druggists' Association, has made and does make every lawful effort to discover the names of the agents or vendees of the various manufacturers of proprietary and patent remedies who violate their contracts with their principals, and that after obtaining this information the said Committee notifies the manufacturers who sell their goods upon the rebate price, and furnishes the proprietors with the information so acquired. The defendants deny, however, that this information is furnished to all the members of the National Wholesale Druggists' Association, or to any other person than those particular manufacturers whose goods are sold upon the rebate plan, including such of their agents as require this information to enable them to fulfill their own contracts, and at whose request and for whose benefit the said information is furnished. Defendants deny that the Committee on Proprietary Goods has ever furnished this information for any illegal purpose, or with any desire to injure, ruin and destroy the business and trade of the plaintiff, but merely for the purpose of enabling proprietors to know the names of

those agents who keep their contracts, and may therefore be trusted by said proprietors. The defendants are informed and believe, and therefore aver that the said Committee has never either with or without defendants' authority, called upon the defendants herein, or the other members of the Association, to refuse to buy from or sell to any of the persons reported by the said Committee. Manufacturers who were members of the Association were at liberty to buy and sell as freely with the defendants as with any other person or persons, according to the dictates of their own judgment, and the Committee on Proprietary Goods never sought to secure more by any of the acts herein complained of than the payment of the commission or reward to those alone who were entitled to it.

TWENTY-FIRST. Defendants deny the allegations of Section 21 to the effect that defendants are combining or conspiring to injure or destroy the plaintiff's business or that they are seeking to prevent persons from contracting with or buying from the plaintiff, or that they are inducing them to violate or refuse to perform all contracts with the plaintiff. They further deny that they have notified or intend to notify the wholesale jobbing druggists that no proprietary goods would be sold to them by any manufacturer or jobbing druggists if they should continue to contract with or buy from plaintiff. They admit that the Committee on Proprietary Goods of the National Wholesale Druggists' Association has hereinbefore more particularly set forth, notified those manufacturers who have requested such notification, and who sell their goods upon the rebate plan, of violations by the agents or vendees whom they employ, of their contracts with the manufacturers for whom they are agents. And the said defendants further admit, that the said Proprietary Committee have requested sworn pledges from agents or vendees so violating the manufacturer's contract, to adhere to those contracts in the future. Defendants deny that the circular marked Exhibit 26, was or is intended to be distributed to all members of the National Wholesale Druggists' Association, and aver that it is issued and sent only to the manufacturers selling their goods under the contract system, to whom it and all circulars of like character are addressed.

TWENTY-SECOND. Defendants deny the allegations contained in section 22 of the complaint.

TWENTY-THIRD. Defendants have no knowledge nor any information as to the alleged facts contained in section 23, and pray that the same may be proved, if material.

TWENTY-FOURTH. Defendants deny the purposes and objects attributed to the National Wholesale Druggists' Association in section 24 of the complaint. The defendants submit that the plaintiffs are not entitled to equitable relief as prayed in the Bill, or to any relief. And the defendants deny all other matters or things by the said Bill charged, without this that there is any other matter, cause or thing, in the said plaintiff's Bill of complaint contained, material or necessary for them to make Answer unto, and not herein and hereby well and sufficiently answered, confessed, traversed, and avoided, or denied, all which matters and things the defendants are ready and willing to own, maintain and prove, as this Honorable Court shall direct, and the defendants humbly pray to be hence dismissed with its reasonable costs and charges in this behalf most wrongfully sustained.

HENRY LaBARRE JAYNE,
JOHN G. JOHNSON,
Solicitors for the Defendants.

EXHIBIT "A."

CONSTITUTION AND BY-LAWS

OF THE

NATIONAL WHOLESALE DRUGGISTS ASSOCIATION.

PREAMBLE.

Whereas, It is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound busi-

ness principles; to establish rules and regulations, whereby all grievances and differences may be fairly and equitably adjusted, we do form ourselves into an association, and agree to be governed by the following Constitution and By-Laws.

CONSTITUTION.

ARTICLE I.

The name of the organization shall be the "National Wholesale Druggists' Association."

ARTICLE II.

The officers of this Association shall be a President, five Vice-Presidents, Secretary and Treasurer and a Board of Control, who shall hold their office one year, or until their successors are elected.

ARTICLE III.

Officers shall be elected by ballot at the regular annual meeting; each firm, member of this Association, shall be entitled to one vote, and the candidate who shall receive a majority of the votes shall be declared duly elected.

ARTICLE IV.

It shall be the duty of the President to preside at all meetings of the Association. He shall call special meetings on written application of twenty-five members of the Association.

ARTICLE V.

It shall be the duty of the Vice-Presidents to act in the absence of the President, in the usual order.

ARTICLE VI.

It shall be the duty of the Secretary to keep a record of all meetings, and preserve all correspondence of the Association.

ARTICLE VII.

It shall be the duty of the Treasurer to receive all funds of the Association, and disburse the same under direction of the President, or by vote of the Association, and report at each annual meeting. His accounts shall be audited by a special committee of three, to be appointed annually by the President.

ARTICLE VIII.

The Board of Control shall consist of five members, to whom all grievances, or charges of violations of rules, made in writing, by any member of the Association shall be referred. All reports made to the Association shall be referred to them for consideration, before final action.

ARTICLE IX.

In case of vacancies occurring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

ARTICLE X.

Any firm engaged in the wholesale drug business, may, on recommendation of the Committee on Membership and election by the Association become a member of this Association upon subscribing to the Constitution and By-Laws, and payment of ten dollars initiation fee and an annual due of twenty-five dollars. Election of members shall be by ballot.

Individuals, firms or companies engaged in business collateral or kindred to the drug business, may be admitted as associate members, in the same manner as provided for the admission of members, except that the annual dues shall be ten dollars. Associate members to enjoy all the privileges of membership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

ARTICLE XI.

Any person may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written credentials of the firm he represents. His vote shall then be binding on his firm.

ARTICLE XII.

The annual meetings of the Association shall be held at such place and in such month as shall be named in a resolution of the Association adopted at the last preceding annual meeting, and the exact dates in such month shall be fixed by the Committee of Arrangements and Entertainment subject to the approval of the President. But the President may, in the event of emergency warranting such change and with the approval of a majority of the Board of Control, change the month and date as well as the place of holding such annual meeting, provided notice of such change shall be sent to every member of the Association not less than thirty days before the date which he shall designate, nor less than ten days prior to date, if any previously fixed. Special meetings shall be called at any time by the President upon the written request of twenty-five active members of the Association, and notice of such meeting specifying the object for which it is called shall be mailed to every member of the Association not less than fifteen days prior to the date on which the meeting is to be held. At all meetings of the Association forty members shall constitute a quorum for the transaction of business.

ARTICLE XIII.

Any amendment to, or alteration of this Constitution can be made at any annual meeting, by a vote of two-thirds of all members present and voting.

No alteration or revision of the Constitution or By-Laws of the Association shall be made except when said alteration or revision shall have been prepared in writing at a meeting at least twenty-four hours previous to taking action on said alteration or revision.

ARTICLE XIV.

There shall be a standing committee of seven (7) on Membership, whose duty it shall be to secure written applications for membership from parties eligible under this Constitution, and to present them to the Association. All names proposed shall be posted at the entrance of the place of the meeting at least twenty-four hours before action is taken upon them.

There shall also be the following standing committees, viz.: on Legislation; Proprietary Goods; Drug Market; Memorials of Deceased Members; Adulterations; Paints, Oil and Glass; Credits and Collections; Fire Insurance; Transportation; Commercial Travelers; Entertainment; Fraternal Relations; Violation of Contracts; Infringement of Trade Marks; Passenger Rates and Routes for Delegates to Convention; Box and Cartage; Relations with Local Associations, City and Inter-State; a Committee on Assessment, consisting of the President of the Association, the Chairman of the Board of Control, and the Treasurer, whose duty it shall be to levy an assessment upon the active members of the Association, whenever the condition of the treasury requires it. All standing committees shall be appointed annually by the President. There shall also be special committees on Time and Place of Meetings and on Nominations, each of which committee shall consist of five members to be appointed by the President on the first day of the annual meeting, and the report of such committees may be made the subject of such special order as the Association may direct at each meeting.

ARTICLE XV.

Any member, against whom charges have been made, may after a fair hearing, and upon the recommendation of the Board of Control, be subject to such action as the majority of the Association shall elect.

ARTICLE XVI.

Any member in good standing, retiring from business, and resigning from the Association, may be made an Honorary Member, by vote of the Association, and shall be relieved from the payment of dues.

BY-LAWS.

First. No member shall be allowed to speak more than twice on any question, at the same meeting, without the consent of the majority present.

Second. All speeches shall be limited to ten minutes, unless by consent.

Third. The rules governing the proceedings of this Association shall be subject to parliamentary usages.

Fourth. The members of this Association shall be in honor bound to keep strictly confidential all discussions and transactions of the Association when in executive session.

Fifth. All grievances submitted to the Chairman of the Board of Control shall be presented as early as possible to the said Board with the full statement of all parties interested, and the decision of said committee shall be final, subject to appeal to the Association. But in case any member of said Board is interested, he shall not be competent to act.

Sixth. It shall be the duty of any member of this Association to present to said Board of Control, through any of its members, any unfair or unmercantile act of any manufacturer or dealer with whom the members of this Association have dealings, and the said Board of Control shall take such action as they may deem expedient.

Seventh. Any member who shall fail to remit his dues to the Association by the expiration of the year shall be notified by the Treasurer, and should he fail to respond within three months, the Treasurer shall notify the Secretary of the fact, who shall then inform such member in writing, that unless his dues are at once remitted, his name will be dropped from the roll of membership. If, after thirty days, such member is still delinquent, the Secretary shall erase his name from the roll of membership. Any member of this Association who desires to withdraw must give at least thirty days' notice, and shall not be permitted to withdraw until all dues are paid; and if he shall violate any rules or agreement, he shall be subject to such action as this Association shall deem best. There shall be assessed an annual due of twenty-five dollars.

Eighth. Any amendment to these By-Laws may be made at any meeting of the Association by a two-third vote of all the members present and voting.

Ninth. There shall be not less than two hours' notice in advance given in the open meeting before the election of officers or the selection of place of next annual meeting shall be entered into.

JOHN DARRAGH, JR., *Plaintiff*,

vs.

MAHLON N. KLINE, individually, and as Chairman of the Committee on Proprietary Goods of the National Wholesale Druggists Association, *Defendant*.

C. P., No. 2,

MARCH TERM, 1897,

No. 1082.

IN EQUITY.

ANSWER OF M. N. KLINE, *Defendant*.

The defendant now and at all times hereafter saving and reserving unto himself all benefit and advantage of exception which can or may be had or taken to the many errors, uncertainties and other imperfections in the said plaintiff's said Bill of Complaint for answer thereto, or unto so much and such parts thereof as this defendant is advised is or are material or necessary for him to make answer unto, this defendant answering, says:

FIRST. The defendant believes that the facts set forth in Section 1 of plaintiff's Complaint are true, but has no personal knowledge thereof, and prays that the same may be proved if material.

SECOND. The defendant believes that the facts set forth in Section 2 are true so far as they relate to the name and occupation of the plaintiff, but defendant has no knowledge or information as to the amount or nature of the plaintiff's dealings in patent or proprietary medicine, and asks that the same may be proved if material.

THIRD. The defendant admits that the facts set forth in Section 3 of plaintiff's Complaint are true.

FOURTH. The defendant admits that the facts set forth in Section 4 of plaintiff's Complaint are true.

FIFTH. The defendant admits that the facts set forth in Section 5 of plaintiff's Complaint are true.

SIXTH. The defendant admits that the facts set forth in Section 6 of plaintiff's Complaint are true.

SEVENTH. The defendant admits that the facts set forth in Section 7 of plaintiff's Complaint are true.

EIGHTH. The defendant admits that the facts set forth in Section 8 of plaintiff's Complaint are true.

NINTH. The defendant admits that the facts set forth in Section 9 of plaintiff's Complaint are true.

TENTH. It is true that certain circulars from time to time have been issued by the defendant or at his instance, including the one of which a copy is appended as Exhibit "A" to the plaintiff's bill. These circulars speak for themselves. They do not justify the allegations, charges, insinuations and innuendoes concerning the same made in Section 10 and in other sections of the plaintiff's Bill. The defendant, however, prefers to give the words of all the circulars, which from time to time he has issued, affecting the plaintiff, in order that the Court may judge, from what was said, what was charged and what was meant to be charged. No other circulars were issued concerning plaintiff, saving those which are herein set forth and defendant denies all the averments of the tenth and other paragraphs containing innuendoes, charges and insinuations saving to such extent as the terms of the circulars justify. A circular similar to that set forth as Exhibit "A" to plaintiff's Bill was sent. Another circular of April 2d, 1894, was sent, in which appeared the following:

"John Darragh, Cincinnati, Ohio, retails only, and if he buys quantities unloads to Park or divides with other retailers."

Another circular of June 9th, 1894, was sent in which appeared the following:

"Let me call your attention again particularly to the following parties in Cincinnati, retail druggists; also Park's Supply Agents."

Then follows a list of names, including the plaintiff's, and after these names another list of names, in which the plaintiff's name appears under the following heading: "For your convenience I recapitulate below alphabetically the parties heretofore noted as supplying Park who have not been reinstated." At the bottom of

this list the following notation is printed: "If told that any proprietor is now shipping Park or his supply agents noted above, give this Committee the opportunity of proving the assertion true or false before relying upon it. Communications will be treated in strictest confidence."

A circular dated September 13th, 1894, was sent in which is a list containing the name of the plaintiff, after a heading reading as follows:

"The following is a complete list for ready reference of all parties whose orders should not be filled by rebate proprietors, whose names have appeared on these lists from time to time."

A circular of January 31st, 1895, was sent in which, prefacing a list in which the name of the plaintiff appears, was the following:

"The following is a revised and complete list for ready reference of Park supply agents whose names have been listed from time to time, and whose orders should not be filled by rebate proprietors who desire their terms maintained."

Subsequent circulars were sent in which also the plaintiff's name appears after a heading similar to that set forth in the circular of February 20th, 1897, forming Exhibit "A" of the plaintiff's Bill.

Defendant denies that any other charges or allegations have been made than the above in any of the said circulars referred to in plaintiff's Bill.

ELEVENTH. Defendant admits that the Committee on Proprietary Goods makes every effort to persuade the manufacturers who sell their goods upon the rebate plan to adhere to their respective contracts with their respective agents as is correctly set forth in the latter part of Section 11 of plaintiff's Bill, but the defendant denies the allegation that upon sending out the information contained in the said circulars every effort is made by defendant and the members of the Proprietary Committee to persuade the manufacturers not to grant to any one of the persons reported upon as violating their contract any commissions. Defendant avers that his duty and the duty of the Committee on Proprietary Goods is fully discharged to the rebate proprietors after they have furnished them with all the information which they have requested concerning the conduct or standing in the trade of those who sell goods as wholesale agents, and which is necessary for them to have in order to enable them to faithfully carry out their terms of sale with their various agents. The de-

fendant further avers that after the said information is sent to the said proprietors as requested by them, the entire matter is left to each individual proprietor to act in the premises as his own judgment or interests may dictate.

TWELFTH. In answer to Section 12 of Plaintiff's Bill the defendant says that it may be true as therein alleged that some manufacturers upon ascertaining that an agent violated his agreements, or had cut the prices of another manufacturer, did and do refuse to sell to such persons at the rebate prices, and that the ground for such refusal may be, as by plaintiff alleged, the belief that such agents were unsafe to be trusted; but defendant denies, as he has already denied in his answer to Section 10, that the circulars in said Bill referred to contained any other statements or charges concerning or affecting plaintiff than those already herein before more particularly set forth.

Defendant further denies that any manufacturer was or is compelled to protect himself, by reason of any acts of defendant or of any acts done or suffered by the Proprietary Committee, against the wholesale druggists who are his distributers, or was or is compelled by them, or by anyone acting on their behalf, to discontinue selling at rebate prices to persons reported to them as selling below their prices.

Defendant admits that many manufacturers do refuse, in accordance with their terms of sale, to pay any commission or rebate to agents who do not adhere to their contracts, or are reported to them as persons who do not adhere to their contracts, but defendant denies that the persons so reported and more particularly the plaintiff in this Bill were ever characterized as dishonest agents as in said Section 12 is insinuated and alleged.

THIRTEENTH. Defendant admits the first two paragraphs of Section 13, but denies that the refusal to allow to any person the rebate or commission is in effect a refusal to sell goods to such persons at all. The defendant avers that most of the proprietors fix an intermediate quantity discount which anyone can obtain from regularly accredited wholesale distributors, and that, notwithstanding the existence of the said rebate plan and the issuance of the circulars in accordance therewith, persons are usually able to secure their supplies despite their violation of their terms of sale at very nearly the discount supposed to be obtained only by regularly accredited agents. Defendant further avers that as the plaintiff is a retailer, he is and always has been able

to obtain the goods he needs from the regular distributing agents at the same prices and discounts as can be made under the terms of sale to retailers generally.

FOURTEENTH. In answer to the allegations of Section 14 of plaintiff's bill, defendant is informed and believes, and therefore avers, that the plaintiff's regular business of retailing proprietary medicines was not in the least interfered with by any action of the defendants as alleged in Section 14 of the plaintiff's Bill of complaint, as the usual channels were open to plaintiff at the same prices as were made to each and all of his competitors.

FIFTEENTH. The defendant is informed and believes, and therefore avers, that the allegations set forth in Section 15 are untrue and further avers that the said plaintiff has heretofore violated his contracts and otherwise failed to comply with the terms of sale upon which the said plaintiff purchased goods from manufacturers or proprietors who sold goods upon the rebate plan.

SIXTEENTH. The defendant denies that he has combined or conspired with anyone, or is combining and conspiring with anyone, to injure, ruin and destroy the business of the plaintiff, but admits that he has inserted the name of the plaintiff in the circular issued by him as Chairman of the Committee on Proprietary Goods, dated February 20, 1897, a copy of which is attached to the plaintiff's complaint marked Exhibit "A," in which his name is printed amongst a lot of others under the following heading, viz.: "Revised and complete list for ready reference of Park Supply Agents and others whose orders should not be filled by rebate proprietors who desire their terms maintained. Constant information is coming to this committee that certain proprietors accept the individual statements of some of the parties named below, or others who are in no wise legitimately engaged in the distribution of proprietary articles at wholesale, and honor their orders, thus entirely nullifying the work which has been done in securing information upon which these parties are listed." Defendant avers that all other references to the plaintiff in other and similar circulars have been fully and correctly set forth in defendant's answer to Section 10 of plaintiff's Bill

SEVENTEENTH. Defendant admits that the said circular of February 20, 1897, was sent to the manufacturers who were selling their goods under the rebate or contract plan, who had requested this information from the defendant for the purpose of enabling

them to conduct their respective businesses in accordance with their respective terms of sale. Defendant denies that the said circular or any similar circular theretofore issued contained any other matter or thing referring to or affecting the plaintiff than the statements set forth by defendant in his answer to Section 10 of plaintiff's Bill.

EIGHTEENTH. Defendant admits that he, the defendant, and the other members of the Committee on Proprietary Goods, are making every effort to persuade the manufacturers who sell their goods upon the rebate plan to adhere to their own contracts with their own agents, but denies that either he or they are making any effort to prevent the plaintiff from receiving any rebate or commission which he may deserve or have become entitled to.

NINETEENTH. In answer to the insinuations and allegations of Section 19, defendant avers that he has already set forth, in his answer to Sections 10, 16 and 17, the particulars and nature of the information contained in the circulars referred to in Section 19.

TWENTIETH. Defendant admits that he is preparing to issue, as heretofore, to the rebate proprietors circulars similar to the one marked Exhibit "A" in plaintiff's Bill, and that said prepared circulars are to be sent to the said rebate proprietors at their request for the purpose of enabling them to comply with their own respective terms of sale. It may be that in consequence of the information so obtained certain rebate proprietors may decline to sell at rebate prices to the plaintiff, but defendant avers that such refusal is within the right of such manufacturers, and that they act freely in the premises as their judgment or interest may dictate.

Defendant denies that any circular or circulars heretofore sent by him, or to be sent by him or his committee, to any manufacturer or manufacturers have been sent or are to be sent with any other design or purpose than to supply the said manufacturer or manufacturers with the information which they requested and which they required for the proper conduct of their several respective businesses.

TWENTY-FIRST. The defendant has no knowledge or information as to the allegations set forth in Section 21 of plaintiff's Bill. and prays that the same may be proved if material.

TWENTY-SECOND. The defendant is advised by counsel, and therefore believes and avers that it is not true, that the plaintiff

can have no adequate relief unless the prayer of the plaintiff's petition is granted.

TWENTY-THIRD. Defendant avers that although he has been at all times ready and willing and desirous to correct any mistakes or misstatements made by him in the discharge of his duties, yet he avers that the said plaintiff has not heretofore protested to said defendant against the appearance of the plaintiff's name upon the circular heretofore referred to, nor denied the correctness of the statement made by defendant in the said circular, nor asked said defendant to make any correction, nor questioned the correctness of the defendant's information and belief.

Therefore, the defendant submits that the plaintiff is not entitled to equitable relief as prayed in the Bill, or to any relief. And the defendant denies all other matters or things by the said Bill charged, without this that there is any other matter, cause or thing, in the said plaintiff's Bill of complaint contained, material or necessary for him to make answer unto, and not herein and hereby well and sufficiently answered, confessed, traversed and avoided, or denied, all which matters and things the defendant is ready and willing to own, maintain and prove, as this Honorable Court shall direct, and the defendant humbly prays to be hence dismissed with its reasonable costs and charges in this behalf most wrongfully sustained.

HENRY LaBARRE JAYNE,
JOHN G. JOHNSON,
Solicitors for Defendant.

Mr. Kline—This report has not yet been signed, but all the members have agreed upon the substance of the report, and the signatures will, no doubt, be appended later. There are some other features which will have to be reported to the convention later. I think, however, it is due to the association that I should say supplementary to the written report, that which I contemplated at one time embodying in the report, and that is this: Last year, you will remember, I stated that I felt that I ought to relinquish the chairmanship of this committee. By reason of the suits which were then pending, and the

action of the association at that time, I withdrew that resignation. I have carefully studied the situation during the year, and as the result of that study I have announced to the members of the committee, and I desire to announce to the association now, that I must no longer be considered in connection with the question of the election of a chairman. But when I say that, I think it is properly due to the association also, and certainly to myself, to state that I do not relinquish this position because of the position we are in, with reference to suits or anything of that character; neither do I relinquish the position because the duties have become so onerous that I do not feel able to continue. I have never been accorded, during all the ten years that I have held this chairmanship, anything but the most considerate treatment on the part of those it has become my duty to correspond with—sometimes more or less unpleasantly. I have become attached to the position; but necessarily, as the result of a good deal that was done in my name, a feeling has arisen, at least in my mind, that this work could be more successfully carried on by some one who has not accumulated all these things that naturally would accumulate during a period of ten years ferreting out and trying to regulate other people's business. I will say for my successor that it is an extremely unpleasant position to act as mentor, as you must, over the actions of some people who become involved in complaints of one sort and another, and yet with it all, I repeat that my relinquishment of the position is one of the utmost regret. I do not want it understood that anybody is scared, or anybody is hurt. I know, and you know, that we have in this association very much untried timber, and hundreds of men can take up this work, and, under all circumstances, conduct it for the present, and continue it

more successfully than could be done under the old management, and I am glad to feel that we have at any moment, when the exigencies demand it, men who will jump into this breach, take up the work, and successfully carry it on. · I might also announce, Mr. Chairman, that I have no desire to retire in the least from the conduct of the affairs with reference to these suits, which necessarily will have to be followed up by the man who has had to do with them to the present time. If my life and health are spared, I expect to give my attention to the matters which our friends in Cincinnati will bring against us. I propose to give those suits the attention which the attorneys on our side may require from the man who is familiar with them, and I want to say again, in conclusion, that I feel under very many obligations for the kind expressions of opinion which have always come from the members of this organization, in their correspondence with me, and to repeat that I relinquish the position with the utmost regret.

The foregoing report, and the remarks by the chairman of the committee, were listened to with great attention, and liberally applauded.

The President—You have heard the report of the Committee on Proprietary Articles. If there is no objection it will take the usual course, and be referred to the Board of Control.

I desire to read to the association the following telegram, received from one whose absence we most deeply deplore:

"President John B. Purcell, Jefferson:

"Cordial greetings to yourself and the members of the association, with my best wishes for a successful convention.

"William A. Robinson."

On motion, the convention then adjourned at 4:30 p. m. until Wednesday morning at 10 o'clock.

FOURTH SESSION.

Wednesday Morning, Oct. 13, 1897.

The convention was called to order at 10:45 a. m. on Wednesday by the president.

The minutes of the last session were read and approved.

The president read a communication received from George L. Muth.

Mr. Solomons, chairman of the Committee to Examine the Treasurer's Report, presented the report of that committee, which was as follows:

"The committee appointed to examine the treasurer's report begs leave to state that the same has been examined and found correct.

"J. A. SOLOMONS,
"T. F. VAN NATTA,
"CHARLES COOK."

The president read an extended communication from the Department of Commerce and Industry of Chicago, and the same was referred to the Board of Control.

The president also read a letter from the Chamber of Commerce, of Nashville, extending an invitation to the association to visit that city and the Exposition, which invitation was indorsed by the Mayor of Nashville, Board of Aldermen, Governor of the state and other public officials. The secretary was directed to acknowledge receipt of the invitation, and return the thanks of the association for the same.

The president called for reports of committees, and Mr. Thomsen, of Baltimore, presented the following:

REPORT OF COMMITTEE ON LOCAL ASSOCIATIONS

Mr. President and Gentlemen: Your Committee on Local Associations, city and interstate, most heartily recommend that this association not only assist and encourage such local associations as may already be in existence, but also as far as it may be in its power, further the formation of others in such sections where same do not now exist.

The experience of the past abundantly proves that these associations nowise conflict with this organization, but, on the contrary, have proven themselves most able coadjutors.

While we may not be able by means of organization to control trade, we can regulate some to the mutual advantage, not only of the manufacturer, producer and distributer, but also of the retailer and consumer as well.

The varied relations composing the drug trade of this country may be grouped into three large divisions:

First. The relations of the manufacturer and producer to the distributer. This association being composed of those two classes, can and does most ably regulate and determine these.

Second. The relations of the retailer to the consumer, which may be safely entrusted to the American Pharmaceutical Association, leaving the relations of the distributer to the retailer the proper field for local associations.

These relations are so varied, depending so much upon geographical position, character, wants, requirements and population of the different sections of the country, that it is impossible for the National Association to give them that care and attention which their importance demands, and the efforts of this association in reference to those relationships have been in marked contrast with its eminently successful management of the relations of the manufacturer and producer to the distributer, and this is natural, as every section of the country has different evils to contend with, and for this reason there should be local associations every few hundred miles.

The magnificent work of the Lake Erie and the Ohio, Kentucky and Indiana associations in successfully resisting free box and cartage, is a splendid illustration of the advantage and power of local associations.

Besides this, these organizations have been able to obtain for the distributer a satisfactory profit on seventeen (17) staple drugs, and about sixty (60) proprietary articles, which were formerly sold at cost.

They have also established satisfactory rules and regulations in reference to cash discounts, cartage and packing boxes, containers of all kinds, the return of patent medicines and empty packages, also in reference to employing any one in the service of a fellow member; donations to customers, and the rule which they have successfully enforced, "that all proprietary medicines not having an established demand in a specified territory for at least six months, and not heretofore carried in stock in jobbing quantities, being introduced through a traveler, are to be taken on sale only, irrespective of inducements offered," has worked most admirably, and your committee cannot too strongly recommend its adoption by jobbers in other sections.

Your committee also suggests that the jobbers encourage retailers to form local associations for the protection of their interests, and the prevention as far as possible of cutting on patent medicines.

From the above it is quite evident that the local association is now and can become a still greater power for good, and your committee beg leave to close their report by repeating their suggestion made at its beginning, that the National Wholesale Druggists' Association assist, as far as may be in its power, those associations already in existence and encourage the formation of others whereever possible. Respectfully submitted,

ALONZO L. THOMSEN, Chairman.

The President—You have heard the report. If there is no objection it will take the usual course and go to the Board of Control.

I don't know that there is anything else that we can attend to until we get the report of the Board of Control. The chairman of that committee is busily engaged now in preparing to report. In the meantime, if any member has anything to offer, we will give it attention.

Mr. C. F. Shoemaker—Mr. President: There is one subject which attracted my attention several months ago,

and it might be appropriate to bring it up at the present session, and have it referred to the proper committee, which, I suppose, will be the Committee on Credits and Collections, and that is, the question of credit insurance. Some three months ago I was approached by a very able representative of an institution that carries on a business of insurance of that kind. He spent some considerable time with me, and, while I was not myself convinced of the advantages of the scheme, he referred me to some wholesale drug houses who, he claimed, were clients of theirs. I wrote to three different drug concerns whose names he mentioned, and received very prompt and courteous replies from them, but they all claimed that the gentleman was mistaken in stating that they were clients of his. At the same time, the whole subject seemed to be such an important one, owing to our continually wanting profits in these depressed times, that if this subject was placed in the hands of the proper committee, and it would make the usual inquiries from members of the trade, we might obtain some information that would be of benefit to us all. I therefore suggest that the matter be placed in the hands of a committee for investigation, and move the following resolution:

Resolved, That the Committee on Credits and Collections be requested to take up the question of credit insurance and gather from the members of the association any possible information on the subject, so that they may be able at the next meeting to report whether, in their opinion, this system has any advantages, and whether it can be profitably used by the drug trade.

The President—You have heard the resolution of Mr. Shoemaker. The proper course for it to take would be to refer it to the Board of Control.

On a motion to that effect, it was so ordered.

The Committee on Commercial Travelers next presented its report, which was as follows:

REPORT OF THE COMMITTEE ON COMMERCIAL TRAVELERS.

With reluctancy, but prompted by a feeling of duty as a member of this association, I accepted the chairmanship of the Committee on Commercial Travelers, recognizing in doing so, that I had accepted no easy task, as I felt that the gentlemen occupying this position in former years were men of experience who had given the subject much thought, and that the ground has been so fully covered heretofore that there is very little new or interesting to be said.

However, I beg to call your attention to the fact that at the Philadelphia meeting last year Mr. Walker's report was received with unusual interest, and after much discussion it most naturally took its course, and it was the sense of the association that it be referred to the Board of Control, with instructions that the present committee take the subject up, and embody in this report some suggestions that would aid the association in arriving at a satisfactory solution as to conducting and carrying out the best methods of handling the commercial traveler in our employ. In offering this report your committee most cheerfully concedes the fact that the commercial traveler representing the members of this association as a class are a bright and intelligent body of men, able in every emergency to hold their own with their brothers in different lines of commerce. Even in granting this your committee does not waive the right that this subject is not one of vital interest to every member of this association.

As stated above, this subject has been handled for many years by gentlemen of experience, and many good things have been said and written, and good advice has been offered, and it is needless, in our opinion, that we go back and reproduce here all the valuable information and advice offered in former years, as it is too well known to occupy so much of your valuable time.

In submitting the following your committee is actuated by an earnest desire to thoroughly discharge all the duties imposed upon them, and I, as chairman, have given much thought to this all-important subject, and to this end we prepared some time ago the following interrogatories and have as far as possible secured the

views of the majority of the members of this association, part of which are embodied in the following synopsis:

In this connection I am compelled to say I was surprised by the lack of interest manifested by many (as indicated by their replies) on a subject which so closely concerns us all, some answering simply "yes" or "no" to the inquiries and others, indeed, neglecting entirely to respond.

Question No. 1. Have you found it advisable to employ salesmen upon a commission basis?

There seems to be a diversity of opinion as to the exact understanding of what constitutes a salesman upon a commission basis. Some of our friends consider a commission salesman a man who sells goods, and does so for a stipulated percentage of the gross profits on his sales, while some of our friends seem to consider a salesman upon a commission basis one who works for a certain percentage on his sales, to say nothing as to the gross or net profits on such sales. For instance, they have men employed with the understanding that they receive 5½ or 6 per cent on every dollar's worth of goods they may sell, he paying his own expenses, hence the employer assuming the responsibility as to whether it is a profitable engagement or a losing one.

No. 2. Are the travelers that you employ, and to whom you pay a fixed salary, including expenses, for certain amount of sales and profits more profitable than those employed on the basis of a stated salary and daily itemized expense account?

Question No. 2 seems also to take a varied position with many members of our association. The majority, however, are positively of the opinion that the most profitable and satisfactory salesmen are the ones to whom they pay a stipulated salary, and pay his legitimate itemized expense account. Others take the view that where a salesman is paid a stipulated salary and a stipulated amount for expense, for which there is no record kept, only by that of your cashier, that the best of salesmen are liable to skip towns which would otherwise be made, and the travelers are very apt, when working under this rule, and especially in this day and age, when telephones are so plentiful, rather than go to the expense and trouble of making the nine o'clock train, he prefers to call the customer twenty miles away by telephone, and simply gets a few items that the customer at the moment remembers he is in want of.

No. 3. Do you find that the traveler in your employ who has served as a retail druggist is better qualified to meet all the emergencies and demands from the trade than the traveler who simply goes on the road as a traveling salesman?

This inquiry is one that is evidently worthy of some thought. In the answers received we find that many of our larger wholesale houses answer this question positively "yes," while in some instances our friends say positively "no."

Many of you are cognizant of the fact that a number of applications are received from men who claim to be druggists and pharmacists, that even the reading of their applications, or after five minutes' conversation with them, you are most thoroughly convinced that the man is neither a retail druggist or a pharmacist, and is not capable of being a traveling salesman.

There is no question, however, but that the experience of a retail druggist is a good foundation for a traveling salesman, as his knowledge as a retail pharmacist, even though not quite up to the standard, equips him to talk with more tact and intelligence than a man who enters the field without any knowledge of the drug business, but simply as a salesman who expects to hold his own by his good stories and generous wit.

No. 4. In your experience have you not found that your most successful travelers are men who have served in the different departments of your house before engaging on the road, and have they not proven more successful as a rule than those whom you have employed from your competitors?

To this inquiry every one seems to be unanimously of the opinion that the best men they have in their employ as travelers are men who have served in the different departments of their house before going on the road. This seems to be a good motto to take up and work upon, and after following it up for a few years you will be able to say that you have educated your own travelers before placing them on the road.

There is no question but that many of us have young men employed in the different departments of our house, even though employed as counter clerks, who have the metal and shrewdness to become first-class salesmen.

No. 5. Have you not found the traveler who works on a commission basis a demoralizer of prices?

A large majority of the answers received have been in the affirmative, that the salesman on a commission basis is a demoral-

izer of prices, while others claim to have men on a commission basis that are money makers.

At this time the writer cannot help but quote from one of our friends in the trade:

"In reply to your fifth question would say, we hardly know how to answer that question, as we have never had practical experience. We have found, however, that their inclinations are to push goods that they make money upon, but we have also found, especially in the case of a large house, that they are inclined to divide their commissions with a customer, on the principle that half a loaf is better than no bread, but in such cases it is very hard to prove facts. If men divide their commissions, which has a tendency to demoralize prices, it is not entirely the fault of the traveler. We believe that this could all be regulated by the firm for which he travels. We have been led to believe from all we can learn that this certain house has been in full harmony and sympathy with the divisions of commissions made by some of their travelers. Therefore, where the house works in connection with the traveler, the demoralization is prompt and sure. If, however, the firm is not in sympathy with this sort of work, they can control their traveler and prevent any such demoralization. Honesty is what we want in the wholesale drug business.

No. 6. Do you not find it unprofitable and annoying to have more than one salesman visit the same town?

To this interrogatory the majority of the answers are in the affirmative.

No. 7. Is it not a fact that the expense of sustaining a salesman on the road to-day is as large as it was ten years ago, while the sales and profits have decreased?

Almost without a single exception it is conceded that the cost of maintaining a salesman on the road to-day is as large as it was ten years ago, many members claiming that while it is lamentably true, the sales are twenty-five per cent less and profits have also decreased. One writer claims that the travelers are not altogether responsible for this state of affairs, as railroad and hotel fares have not decreased.

This is hardly true in a moral sense of the word, as railroad fares are cheaper than ten years ago, and the facilities for getting from one place to another are better, and this particular item of railroad fare, in our opinion, is less than it was ten years ago, while on the

other hand, hotel bills remain unchanged, and, if anything, they are better but higher in price.

No. 8. Do you find the travelers in your employ who visit every two weeks in the larger places more advantageous than those who visit such towns every thirty days?

On this point the majority believe that it is essential and necessary to have their travelers visit larger points oftener than once every thirty days, believing these points should be made every two weeks. The majority are of the opinion that travelers visit the trade in general too often, thereby largely cutting off the mail order business. This state of affairs is the due cause that we receive so many small orders. The trade say: "Give us a chance to send in an occasional mail order, and do not drum us to death."

One writer advises: Employ your traveler at a fair salary; be liberal with him on an itemized expense account; have him visit the trade once every thirty or forty days; instruct him to urge his customers to send his orders in his absence direct to the house by mail. Let the house write each customer and give them to understand that Mr. B. in the future will only see them once in thirty or forty days, and that you want them to send their orders in by mail, and Mr. B. will receive credit for the sale, and that it is your intention that when Mr. B. sees them that he will spend ample time in their presence to answer and adjust any and all little difficulties that cannot be properly adjusted by mail. Have your traveler encourage your customers to come to town often." This party believes in giving the traveler credit for any business he may bring to the house, whether he takes it in person or the customer sends by mail the order which the house receives through his influence, with their assistance.

No. 9. Is it not a fact that salesmen representing manufacturers' interest, under the guise of introducing many articles in the interest of the jobber, a detriment to your interests, as many orders taken by these introducing agents are filled direct by the manufacturer?

To this one writer replies: "Yes, in many instances they are the entering wedge that separates the jobber from the retail trade." Another writes: "Yes, they are nuisances." Another: "We wish it were possible for the wholesale druggists to stand together in declining to receive orders taken in any other way than through the legitimate channels. A great deal of annoyance comes from accepting orders from travelers representing manufacturers."

Another writes: "We believe salesmen representing manufacturers' interests under the guise of introducing articles in the interest of the jobber are detrimental to the jobbers' interests, as almost invariably the largest orders from the best retail druggists are filled direct by the manufacturer."

Another writes: "Would state that manufacturers introducing new articles we believe to be a bad thing for the jobber. It is an understood fact among the O. K. & I. Exchange, and the Lake Erie Drug Exchange, that no new goods are taken except strictly upon a consignment basis, and all orders that are taken in the interest of the manufacturers and turned over to the jobber are duly acknowledged by us in a sharp pointed letter, stating that their order is received, taken by an outside traveler; will be filled and shipped upon our usual terms, to be paid for at the end of that time, we in no way to be held responsible for any agreement made by this agent, and neither are the goods exchangeable or to be returned. The sale in other words must be bona fide. In nine cases out of ten the order is cancelled when this letter is sent out, and we believe it is in the interest of the jobbers to send them out, because the retailer buys many such goods that he does not want, and it is a kindness to them to have the order canceled. This only applies, however, to many of the small manufacturers who are starting up all over the country without any responsibility. It is unfortunate that many manufacturers are now going direct to the retailers and filling all large orders themselves and turning over the small jobbing orders to the wholesaler."

No. 10. Do you not in your section of the country find that more or less trade rightfully belonging to you as a legitimate distributer is drifting into other channels? If so, what, in your judgment, is the cause, and what would you recommend to restore and retain it?

It is not due to the fact that there are not enough travelers on the road in the employ of wholesale druggists to, in many instances, prohibit many articles that rightfully belong to the retail druggist drifting into other channels of sale. It is due largely to a lack of interest; to a lack of calling the retailers' attention to the fact that some years ago he bought five and ten cases of concentrated lye per year, and five and ten kegs of bicarbonate soda, and we could enumerate items by the dozen that to-day the retailer buys only in small quantity, where in former years he was the main distributer. The department stores in the large cities,

we must confess, have made many sharp inroads on the retail druggist, and they seem powerless to prevent it. While this is not altogether true with our country trade, the party making the inroads on the retail druggist in the country is principally the retail grocer.

No. 11. In order to reduce the cost of conducting business, do you consider it practical to reduce your number of salesmen sufficient to visit the trade once every thirty days without serious detriment to your business, and are you in favor of the adoption of such a resolution by the association?

This is in the minds of our members an item of expense in conducting our business that constitutes a problem that is hard to solve, and as one put it, "next to an impossibility." Many of the best friends of this association have conveyed to your committee their willingness to stand by a resolution, should one be made and carried by this association that would carry with it a reduction in the number of salesmen.

Others come out boldly and say such a resolution would only be a resolution, and that its adoption would be perfunctory, and that this body cannot control the drug business of the United States, and especially so when a large city like Chicago stands out from the association, while this same gentleman stands ready, and would only be too willing to reduce his traveling force, should the association so advise.

No. 12. In your opinion should a universal basis of compensation for the services of travelers be adopted by the association, and what basis does your experience suggest?

The majority of our members are of the opinion that no universal basis of compensation for salesmen could be adopted and carried out. They, as a rule, believe that local organizations in the different sections, like the O. K. & I., the L. E. & W., and the Missouri River, could take these subjects up and handle them to the entire satisfaction of each local exchange. Many favor a larger number of local exchanges.

A large majority are heartily in favor of employing salesmen only on a stipulated salary and itemized expense account, and favor the plan for paying so much money for sales aggregating a certain point, and then a commission over and above this prescribed aggregate.

It is well known that there are instances where two travelers representing the same house, with equal ability as salesmen and

druggists, one has a large number of customers on account of his territory and location, and in cases like this the one will receive a better salary than the other, while the one with the less salary has the harder work and territory to work in, and more arduous duties to perform than the one with the more favorable territory and larger salary.

The foregoing expressions, coming as they do from a majority of the members of this association, and from all points of the compass, I find that about seventy-five per cent of them indicate that while they recognize the importance of reducing the expense of conducting our business on the road, and while they admit the force of traveling men could be greatly reduced without interfering with the volume of business, they are almost all of the opinion that this subject cannot at present be regulated by the N. W. D. A.

At the same time this association must not lose sight of this important subject, and its actions and resolutions. Even though the resolution be only a resolution, it will stimulate this subject and keep it before us, if for no other purpose than for the betterment of this our greatest item of expense in conducting our business.

The secretary of the Western Commercial Travelers' Association advises your committee that the Central Passenger Association, comprising about forty of the leading railway systems of America, have placed on the market an interchangeable mileage book. He also advises that this has been brought about, after almost eighteen years of earnest hard work by the different Commercial Travelers' Associations of the United States. While the ticket referred to is not entirely satisfactory, it is, in his opinion, the best that can be offered at the present time. Your committee is also advised that the other passenger associations are looking forward to the acceptability of the ticket now offered by the Central Passenger Association. Should it prove satisfactory, it is only a question of a short time until all the associations will place for sale a similar ticket, which will prove quite a saving of expense to every commercial traveler and the house which he represents.

In summing up these remarks, I cannot let pass unnoticed some of the reasons advanced as to why the traveler is not altogether responsible for the cutting down of prices.

The reasons advanced are: "That ten years ago we did not have so many traveling men; the trade was not visited so often.

and the important part of the traveler's position was that he then only had to know the prices of a few important staples, while to-day the traveling man is in a measure the price man, and has to make prices on many items he sells. He cannot now secure orders for fifty to one hundred items and send it to his house without prices, where the house man could note the quantity ordered of each item and also take into consideration the paying qualities as well as the customer's standing as a merchant. With these new obstacles on the increase from year to year, and new inexperienced men being placed on the road, they find the retailer as well posted as themselves; although he has the costs given him by his house, still he is without the experience and tact to know where and when to make a good profit, often placing an article on a basis of twenty per cent. profit, when it should have paid forty to fifty per cent. He having heard so much of the ten and the ten and five per cent rebate profits, his customer as well as himself laboring under the impression that a ten and five per cent profit was all that a jobber required, and such men with these ideas in view have forced the many hundred items that formerly paid us a good profit down to this level.

We feel assured in making this assertion that the inexperienced traveler, and his lack of knowledge as to the conducting of the wholesale drug business, either in the office or in the order department, and without any knowledge as to the details of executing an order, are largely responsible for the cutting down of our margins of profit.

In conclusion your committee does not see its way clear to recommend any decisive action on the part of the association in the adoption of a rule whereby the number of commercial travelers would be reduced one-half, especially as a number of representative houses are not within the pale of this association; but we do most earnestly recommend and urge local organizations as the only satisfactory solution of this important question.

Respectfully submitted,

C. H. WEST, Chairman.

The President—The report will be referred to the Board of Control, there being no objection.

The Committee on Paris Green, Alanson S. Brooks, chairman, made the following report, which was referred to the Board of Control.

REPORT OF COMMITTEE ON PARIS GREEN.

At the last annual meeting of this association, a resolution was adopted which has governed the course of your Paris Green Committee during the past season. The resolution read:

"Resolved, That the adoption of a selling price be left entirely to the various local exchanges, without any attempt on the part of this association to establish regulations."

Acting upon these instructions, your chairman at the opening of the season of 1897 took up the question of local regulation, with the result that the following cities in the West, through their local exchanges, united in an agreement:

Chicago, Milwaukee, St. Paul, Minneapolis, Peoria, Rock Island, Detroit, Cleveland, Toledo, Grand Rapids, Duluth, Quincy, Burlington, Iowa, Des Moines, Council Bluffs and Omaha.

The schedule adopted in the agreement was on a basis of 13½ cents per pound in arsenic kegs, with the regular advance for smaller packages. On sales exceeding one arsenic keg, the price was left open, and on sales of less than 100 pounds in the smaller packages an advance of one-half cent per pound was made.

The agreement remained in force during the entire season, and on Sept. 3 a letter was written to all of the jobbers who were parties thereto, asking what they thought of the plan adopted, and if, on the whole, the schedule was satisfactorily adhered to. With one exception, every letter received stated that the plan was satisfactory, and expressed the hope that a similar agreement would be adopted next season.

The result was undoubtedly due, in a measure, to the fact that in the majority of instances the agreement was not confined to the jobbing drug trade alone, but embraced as well the paint trade, hardware trade, etc. These outsiders were induced to become parties to the schedule by their neighboring jobbing druggists.

There are some details of the plan which the experience of this year will enable the incoming committee to improve upon, provided it should be determined to adopt a similar course of action for 1898. These details it is not necessary to enter upon here.

In the Eastern states no agreement was adopted, and in response to a letter, asking the ruling price on Paris green, one of

the largest jobbers in the article writes: "The highest price we obtained for Paris green, on the basis of arsenic kegs, was 12 cents, while the bulk of our stock was sold at 11½ cents."

From this statement it will be seen that jobbers who did not enter into local agreements sold Paris green during the last season at nearly actual cost, while the Western jobbers made a very fair profit.

We understand that the local conditions as to exchanges in the East are much different from those in the West, and that it is probable that it would be impossible to obtain the Western result in the Eastern states. Still we are constrained to believe that the recommendation of the association last year was a good one, and to suggest a renewal of it for the coming season. We therefore recommend that the incoming committee do all in their power to bring about local agreements on Paris green for the season of 1898, unless the article should be placed upon the rebate plan by the manufacturers.

Respectfully submitted,

ALANSON S. BROOKS,
Chairman.

The President—Has the Committee on Infringement of Trade Marks any report? Mr. Fairchild is the chairman of that committee. Mr. Davis, do you know whether there is a report of that committee?

Mr. Davis—I did not know, Mr. President, until yesterday, that I was even a member of that committee. I received a letter from Mr. Fairchild yesterday stating that he had no report and that he had not seen any of the members of the committee during the year.

The President—I imagine there has been nothing to come up claiming their attention or demanding a report.

The Committee on Adulterations submitted the following report, which took the usual course in being referred to the Board of Control:

REPORT OF COMMITTEE ON ADULTERATIONS.

Mr. President and Gentlemen:

Your committee finds it impossible to offer anything new or startling on the subject of adulteration. While the practice exists, it is certainly on the decrease, owing possibly to low prices which have existed during the past few years, and also to the increased facilities buyers have for detecting fraud of all kind. Trade journals are quick to notice anything of this kind, as it makes a good item for the reporters to work upon. Competition also keeps the buyer posted, for the reason that if he obtains an unusually low price on an article he immediately examines the quality of the low-priced item, and the rule is, buys the best, even if it costs more money.

Wholesale druggists buy the best goods possible, and sell them at a fair profit, but frequently have another grade with which to meet unfair competition, but do not sell such for pure. Department and general stores in some sections of the country demand "commercial" quality, and are not willing to pay for high grade goods.

C. P. Acids.—Many acids under this brand are far from it. One maker in listing acids to the drug trade quotes "C. P." at one price, and "strictly C. P." at a much higher figure.

Cream Tartar.—Is of good quality these days; very little demand for "Commercial" or "Grocers" cream tartar being made. When pure sold for 40c. or higher many jobbers kept the lower grade in stock.

Gum Opium.—Very little trouble is now experienced with this item. Low prices and rigid customs examination probably contribute largely to this state of affairs.

Gum Asafoetida.—Also is of good quality for the reason that none of the old hard stuff is now allowed to pass the custom house.

Pod Musk.—Is frequently "loaded" with fine lead shavings. A lot received by one druggist had about 20 per cent of weight in lead. As the price ranges from $14 to $16 per ounce, it pays to examine such goods closely..

Balsam Copaiba.—Is frequently adulterated with Gurgum balsam but is easily detected.

Powdered Drugs.—Offer unlimited field for sophistication and can be obtained from some manufacturers to fit any price; as an instance of this, a sample of powdered black pepper was shown which actually contained no black pepper at all, and yet was very much like the genuine article and could be sold for pure to any one who was careless about examining the quality. Powdered asafoetida frequently contains sand and chalk. Gum arabic, sugar starch, nux vomica, castile soap, gentian and foenugreek frequently are doctored with sand or cornstarch.

We think, however, that a jobber who sends an open or mail order to a reliable drug miller for powdered goods will receive strictly pure unless he specifies otherwise.

Flavoring Extracts.—Are improving in quality and the retail druggist is demanding the finest grade, but general stores are still willing to buy vanilla and lemon extracts of low grade to enable them to sell it cheap.

Essential Oils.—There never has been a time when these goods did not receive the greatest attention from the manipulator, and no doubt greater frauds are practiced here than anywhere in our line, and we hesitate at mentioning the subject, as it is an old story to all of you. In fact, a number of the committee suggested that it be touched lightly, as the more we ventilated the oil business, the more frauds would be perpetrated. Alcohol and turpentine figure largely in cheapening these goods. Oil sweet almonds contains sweet oil. Oil peppermint frequently has too much the odor of sassafras or camphor, or it has been robbed of most of its menthol by a process of skimming. Lemon, orange and bergamot are found to contain turpentine and paraffine. The paraffine, however, acts as a preservative and prevents deterioration.

Oil Cassia.—Owing to high prices for this article in past years, it is frequently found to contain resin, balsam copaiba and oil cloves, and filtered oil cassia is always impure.

Lard Oil.—Frequently contains a large amount of neutral oil, and as a lubricant it probably is better than pure, but when a chemist attempts to use it for making citrine ointment he finds it hard to work.

Turpentine.—There is a rumor that this article is being tampered with, but we have been unable to obtain a sample or learn anything. It would seem that it would be a just retribution, however, that an article which has masqueraded under so many different names for so many years should finally become a prey of the manipulator.

Chemicals.—The drug trade is to be congratulated upon the uniformly high standard of chemicals on the market. No complaint is ever heard that they are not just what they pretend to be or not up to the standard.

Your committee suggests that many or all the abuses in the way of adulterations could be practically wiped out if the association would employ an expert chemist to act under the direction of the chairman of the Committee on Adulterations and suspicious articles be examined by him and should it be found that such had been tampered with intentionally by the manufacturer, that each member of the association be at once notified and full particulars be given.

We note with pleasure that the druggists, manufacturers, wholesalers and retailers keep pace with the times, quick to adopt new and improved methods in their business. They stand high in the community in which they live; their liberality and public spirit and charity increase with their success, and they usually are prosperous, and deservedly so, for, in what profession or calling, either soldier, lawyer, physician or clergyman, is more conscientious endeavor required than in our branch of trade?

Ruskin says: "There are five intellectual professions relating to daily necessities of life, the soldier is to defend his country, the pastor to teach it, the physician to keep it in health, the lawyer to enforce justice, the merchant to provide for it, and the duty of all these men is, on due occasion, to die for it. The soldier rather than leave his post in battle, the physician rather than leave his post in plague, the pastor rather than teach falsehood, the lawyer rather than countenance injustice, the merchant rather than lose his integrity."

There is no question but that the tact, foresight, decision, energy and enterprise required to successfully manage a large mercantile concern compare favorably with those of a great general, lawyer or divine.

The true merchant must fully understand the qualities of the wares in which he deals, and apply great sagacity and energy in

obtaining or producing them in perfect state, and will not consent to any deterioration, adulteration or unjust or exorbitant prices. He learns "to live content with small means, to seek elegance rather than luxury and refinement rather than fashion, to be worthy, not respectable and wealthy, not rich."

Such men are found in the ranks of the wholesale druggists.

Respectfully submitted,

JOHN N. CAREY,
Chairman.

The President—The next is the report of the Committee on Fire Insurance, Mr. Daniel Myers, chairman.

Mr. Myers—Gentlemen, if your dignified chairman were to get up and say that he desired to submit a proposition which would put a hundred dollars in gold in each of your pockets, I am sure there would be a general pricking up of ears. Now, I will endeavor to solve just such a problem, so that the members of this association may return home and feel that they have been benefited in a financial way more than enough to pay their expenses a dozen times to this association. The question is often asked, What do you do here: you get together and resolve, and so on? That is true, but if the members will carefully study and analyze the reports presented, and go home and try to make use of them, they can make the hundred dollars in gold several times over.

Mr. Kline—Can I have mine now?

Mr. Myers—No, sir, not in advance. (Laughter.)

REPORT OF COMMITTEE ON FIRE INSURANCE.

Mr. President and Gentlemen of the Convention:

A careful review of the report of previous committees on fire insurance discloses the fact that the ground has been most thoroughly covered. It would be impossible for any member of this

association to carefully read the reports of previous committees without deriving both information and profit. Your committee started out to formulate a voluminous and exhaustive report, but, in view of former complete, valuable and interesting papers on this subject, only a brief report at the present time can be formulated to advantage.

The business methods adopted years ago by insurance companies to secure patronage are outrageously extravagant. They impose a burden upon merchants and manufacturers whose greatly reduced profits will no longer permit them to support the unnecessary army of insurance agents. Statistics show that fully 40 per cent of premiums paid is absorbed in expenses, and that only about 60 per cent of premiums paid reaches the fund with which to pay losses and dividends. To illustrate we will cite a certain interior city, with a population of less than 400,000. The insurance board is composed of forty firms, with its army of agents. The total premiums collected in round figures is $1,150,000. This entire business could be managed by one executive head, with necessary clerical force, at a saving of half of the premiums collected. Radical economic reforms, enabling the trade to buy insurance at a fair price, are inevitable, because profits in trade no longer permit bearing the yoke of the insurance trust. Every mercantile and manufacturing business, big or little, by reason of competition, has been forced to adopt rigid economic methods in order to realize even a small margin more than 6 per cent interest on capital invested. Those who have not adjusted their business to this changed condition, which has confronted the trade for the last five years, have suffered loss, if not financial calamity and disaster, and yet the insurance trust is still making war profits in spite of its unnecessary expensive war methods of doing business. A careful scrutiny of profits made by well-established insurance companies shows surprising profits and dividends out of all proportion, and as far in excess, to the profits and dividends in any legitimate mercantile business. To confirm this statement specific figures are herewith attached, showing capital, dividends, surplus, net premiums and assets of the leading companies. Table No. 4 of eighty-eight companies, shows net earnings for 1895 of 29.9 per cent on capital paid in. For reference in selecting the "best quality" these tables are invaluable:

TABLE NO. 1.

ompiled from the "Fire Insurance Index," published by the Spectator Company, 1896. Complete list of American companies having $1,000,000 capital and upwards, being fifteen in all, according to their sworn statements, January 1, 1896.

(A)

NAME OF COMPANY.	Capital.	Per cent. Dividends. 1895. ?	Surplus.	Net Premiums, 1895.	Assets.	*Total Amt. of Dividends paid to date.
Ætna of Hartford	$4,000,000	A 18	$3,412,862	$3,868,745	$11,055,514	$24,998,360
Philadelphia Underwriters	3,500,000	L 16	2,824,991	8 032,182	15.068,917	‡560,004
Home of New York	3,000,000	A 10	1,705,45 5	4,928,289	9,853,628	10,715,000
Insurance Co. of North America	3,000,000	A 12	2,022,016	5,558,622	9,487,673	13,293,932
Phœnix of Hartford	2,000,000	A 14	424,943	3,352,150	5,246,519	685,000
Springfield F. & M., Mass	1,500,000	B 10	614,610	2,039,141	3,845,145	4,254,540
Hartford of Hartford	1,250,000	C 26	2,900,894	5,767,367	9,229,213	8,963,100
Phenix of Brooklyn	1,000,000	B 10	615,581	3,803,913	5,739,044	3,574,000
Continental of New York	1,000,000	D 15	2,025,808	3,421,484	7,216,828	5,492,310
German-American, New York	1,000,000	A 20	2,413,087	2,740,182	6,580,069	3,340,000
Germania of New York	1,000,000	A 10	1.328,376	1,217,914	3.713,545	2,701,000
Hanover of New York	1,000,000	E 7	217,865	1,503,863	2,533,627	2,579,500
National of Hartford	1,000,000	A 10	713,198	2,378,539	3,860,142	2.177,000
Connecticut of Hartford	1,000,000	F 10	506,409	1,763,146	3.192,001	2,005,000
Fireman's Fund, California	1,000,000	A 12	987,205	1,640,879	3,449.096	2,626,060
Totals	$26,250,000		$22,713,300	$52,016,416	$100,070,961	$93,964,819

*Compiled from New York Insurance Reports. ‡Year 1895.

TABLE NO. 2.

(B) Six out of twelve American companies having $500,000 capital and known to do an agency business.

NAME OF COMPANY.	Capital.	Per cent. Dividends 1895. ?	Surplus.	Net Premiums, 1895.	Assets.	*Total Amt. of Dividends paid to date.
Agricultural of Watertown, N. Y..	$500,000	A 10	$310,172	$1,044,290	$2,301,580	$1,480,000
American of Philadelphia..	500,000	G 5½	309,118	1,192,090	2,409,585	2,698,900
Fire Association of Philadelphia...	500,000	A 40	802,974	2,473,561	5,581,243	4,979,762
Niagara of New York.....	500,000	A 10	302,113	1,656,385	2,189,880	2,384,000
Queen of New York.....	500,000	M 10	1,518,923	2,153,440	4,039,586	50,000
St. Paul of Minnesota.....	500,000	A 10	631,457	1,315,809	2,164,959	1,246,694
Totals.....	$3,000,000		$3,874,757	$9,835,575	$18,686,833	$12,839,356

TABLE NO. 3.

(C) Complete list of American companies having $200,000 capital and $200,000 surplus.

NAME OF COMPANY.	Capital.	Per cent. Dividends. 1895. ?	Surplus.	Net Premiums, 1895.	Assets.	*Total Amt. of Dividends paid to date.
Citizens of Missouri.....	$200,000	B 6	$263,035	$218,734	$629,470	$962,798
Nassau of New York.....	200,000	A 10	206,699	63,787	500,967	1,252,500
Rochester German.....	200,000	H 10	383,555	382,350	911,783	424,000
Glen Falls, New York.....	200,000	I 20	1,532,578	823,397	2,650,817	640,000
Buffalo, German.....	200,000	J 25	1,192,425	420,486	1,778,412	875,000
German of Freeport.....	200,000	A 20	775,388	1,442,039	3,012,602	‡400,000
Greenwich of New York.....	200,000	A 10	201,098	1,024,747	1,373,318	2,090,000
Milwaukee Mechanics.....	200,000	K 30	1,141,809	944,783	2,210,432	520,000
Totals.....	$1,600,000		$5,696,587	$5,320,323	$13,067,801	$7,164,298

*Compiled from New York insurance reports. ‡Amount estimated to be nearer $1,000,000; company does not report to New York Insurance Department. ?Records searched for ten years past. A—For ten years. B—For six years. C—Year 1895, 24 per cent. five years, and 20 per cent. four years. D—For three years, 14 per cent. four years, and 16 per cent. two years. E—Year 1895, 10 per cent. for nine years. F—Year 1895, 8 per cent. for nine years. G—Year 1895, 5 per cent. for year 1894-95, 10 per cent. for six years prior thereto. H—For six years, 8 per cent. for four years. I—For three years, 10 per cent. for seven years. J—Year 1895, 20 per cent. nine years. K—For three years, 25 per cent. three years, 20 per cent. four years. L—Composed of the Insurance Company of North America and the Fire Association of Philadelphia. M—Organized 1893. Paid first dividend 1895, accumulating a large surplus first.

TABLE NO. 4.

Eighty-eight Companies.

Complete list of American fire insurance companies from other States doing business in Ohio, showing earnings on business transacted during year 1895.

COMPANIES.	Capital Paid in.	Per ct. dividend paid to Capital	Excess of Income over Disbursements including Dividends	Excess of Disbursements over Income.
Ætna	$4,000,000	18	$242,793	
Agricultural	500,000	10	87,274	
American, Massachusetts	300 000	6	24,568	
American, New Jersey	600,000	10	147,311	
American, New York	392,150	5		$683,768
American, Philadelphia	500,000	5½		10,548
American, Central	600,000	10	28,870	
American Lloyd	100,000	31	52,503	
Broadway	200,000	10		19,890
Buffalo, German	200,000	25	87,875	
Citizen, New York	300,000	8	16,964	
Citizen, Pittsburg	500 000	6	32,366	
Citizen, St. Louis	200,000	6	87,552	
Commerce, New York	200,000	6	13,033	
Commercial Union	200,000	3	8,732	
Commonwealth	500,000	6	68,909	
Concordia, Wisconsin	200,000	8	50,333	
Connecticut	1,000,000	10	226,981	
Continental	1,000,000	15 4 10	508,643	
Delaware	702,875	6		31,601
Detroit	400,000	10	11,414	
Eagle, New York	300,000	15	29,107	
Equitable, Rhode Island	300,000	6	44,850	
Farragut, New York	200,000	5½		1,251
Fire Association, Penn	500,000	40	357,087	
County of Philadelphia	400,000	6	46,807	
Firemen's Fund	1,000,000	12	235,023	
Firemen's, New Jersey	600,000	12	82,661	
Firemen's Maryland	378,000	8	39,471	
Franklin, Pennsylvania	400,000	25	19,647	
German, Illinois	200,000	20	116,215	
German-American	1,000,000	20	241,023	
German, Pennsylvania	200,000	10		5,616
German, West Virginia	100,000	10	7,724	
Germania, New York	1,000,000	10	301,032	
Girard, Pennsylvania	300,000	20	96,318	
Glens Falls, New York	200,000	20	214,776	
Globe, New York	200,000		88,270	
Grand Rapids	200,000	10	48,594	
Great Western, Lloyds	40 000	5	43,174	
Greenwich, New York	200 000	10	59,961	
Hanover, New York	1,000,000	7	232,494	
Hartford	1,250,000	26	589,750	
Home, New York	3,000,000	10	700,689	
Insurance Company N. A.	3,000,000	12	17,179	
Insurance Company, Penn	200,000	5		2,332
Lumberman's	250,000	10	70,309	

TABLE NO. 4—Continued.

Eighty-eight Companies.

COMPANIES.	Capital Paid in.	Per ct. dividend paid to Capital	Excess of Income over Disbursem'ts including Dividends.	Excess of Disbursements over Income.
Mfrs. & Merchants, Penn...	$250,000	6	$42,608	
Mechanics' Pennsylvania....	250,000	8	49,144	
Mercantile, Massachusetts	400,000	6	34,964	
Merchants, New Jersey.....	400,000	6	139,988	
Merchants, Rhode Island....	200,000	6	40,470	
Michigan.....	400,000	4	21,619	
Milwaukee Mechanics.....	200,000	30	61,882	
Mutual Fire.....	225,000	10		$27,811
Manufacturers Lloyds, N. Y.	21,000	50	175,629	
Mercantile Lloyds.....	20,000	25	28,586	
Mutual Lloyds.....	22,000	75	57,960	
National, Connecticut.....	1,000,000	10	272,399	
Newark, New Jersey.....	250,000	10	13,309	
New Hampshire.....	800,000	8	158,658	
New York, New York....	200,000	6	12,100	
Niagara.....	500,000	10	254,331	
Northwestern National.....	600,000	12	114,378	
Orient.....	500,000	8	189,430	
Pacific.....	200 000	10	20,338	
Pennsylvania.....	400,000	15	323,049	
Phenix, New York.....	1,000,000	10	124,369	
Phœnix, Connecticut.....	2,000,000	14		269,508
Providence, Washington.....	400,000	8	100,363	
Queen, New York.....	500,000	10	367,946	
Reading, Pennsylvania.....	250,000	8	38,286	
Reliance, Pennsylvania.....	300,000	6	53,660	
Rochester German, N. Y.....	200,000	10	56,580	
St. Paul, Minnesota.....	500,000	10	122,487	
Security, Connecticut.....	200,000	6	76,886	
Springfield, Massachusetts..	1,500,000	10	287,877	
Spring Garden, Penn.....	400,000	8	73,309	
Teutonia, Louisiana.....	250,000	10	37,831	
Traders, Illinois.....	500,000	10	97,194	
Traders Lloyds.....	27,000		129,041	
Union, Pennsylvania.....	200,000	3	108,956	
Union, New York.....	100,000	6	5,060	
United Firemen's.....	300,000	9	43,967	
United States.....	250,000	6	23,386	
Westchester.....	300,000	10	70,422	
Western, Pennsylvania.....	300,000	6	27,986	
Williamsburg City.....	250,000	20	78,630	
Totals.....	$45,578,025	11.8	$9,313 369 1,052,325	$1,052,325
Net excess of income over disbursements.....			$8,261,044	

The net excess of income over disbursements, $8,261,044, is equal to 18.1 per cent. of capital paid in, which, added to 11.8 per cent., the average cash dividend paid, makes earnings for 1895, 29.9 per cent. of capital paid in.

Greatly improved service for extinguishing fires in large cities, coupled with the largely increased use of "automatic sprinklers," has very materially reduced loss by fire. The total loss by fire in the United States and Canada the first eight months of this year, in round figures, was $71,021,700. The same months in 1896 was $81,888,050, and in 1895 $85,511,600, thus increasing the profits of insurance companies $10,866,350 over the corresponding period of last year and $14,489,900 over 1895.

A board of underwriters is made up of the agents of the different companies transacting business in the city where such board of underwriters is located. Their special, particular business is to prevent insurance from being placed outside of the board to keep up rates. It is nothing more nor less than an iron-clad combination for the benefit of themselves and the companies they represent. Worthless insurance can be secured in the board as well as outside.

Five board companies transacting business in Ohio failed during the past eighteen months. In buying insurance it costs no more to secure the best, but it is important that the insured carefully select companies of ample financial strength, and who have a reputation for promptly paying honest losses after a fire has occurred.

The "Encyclopaedia Britannica," referring to the origin of the terms "Lloyds" and "Underwriters," says:

"An association of merchants and ship owners were the first to effect insurance of any kind. Originally a mere gathering of merchants and business men were in the habit of congregating for business or gossip at a 'coffee house,' kept by one Edward Lloyds in Tower street, London. This in the year 1688. The names of vessels with their cargoes were placed on a blackboard. The men congregating at this coffee house would write their names under the name of the vessel, stating the amount they were willing to pay in case the vessel was lost en voyage, also stating the number of pounds sterling that they would demand for same. From this, and on account of the fact that they wrote their names underneath the vessel, came the word 'Underwriter.'"

This association is now known as the English Lloyds. It has grown to be one of the largest and most perfect organizations in the world. It may virtually be termed "the Father of all Insurance Companies." An act of Parliament in 1871 granted to the

English Lloyds, and all other Lloyds in Great Britain, all rights and privileges of a corporation.

A report on fire insurance would be incomplete if it did not attempt to point out:

First—How to prevent fires.

Second—How to reduce the loss to a minimum when fires do occur.

Third—How to procure sound insurance at minimum cost at which insurance organizations can maintain a sound financial basis, and how to secure relief from the exorbitant demands of the insurance trust. Answering the above queries we would recommend a careful and rigid application of the following remedies as a specific for the insurance ills which so long have afflicted the wholesale drug trade:

Equip your risk with "automatic sprinklers." Experience and statistics prove, that, by their use, the loss has been reduced to a surprisingly small percentage on every thousand dollars insured. To make this point impressive we give the record of eight companies with selected automatic sprinkled risks, located in Ohio, for a term of five years. Total amount of risks written, $41,957,000, on which there was a total loss during the five years of only $3,258. Fires occurred, but automatic sprinklers prevented large losses.

We also quote John R. Waters, manager at Individual Underwriters, 54 Franklin street, New York, in his report dated June 1 on the total loss of Joseph Horn & Co., Pittsburg, retail drygoods and department store, occupying a modern example of steel skeleton, brick, stone, tile and concrete, fireproof construction of six stories and basement. Insurance on stock, $741,250. The cremation was complete, not a hatful of value as salvage remained. Mr. Waters says:

"Some of the conclusions deducible from this loss are:

(1) That a fireproof building lends no such quality to its contents, but, on the contrary, is apt to accelerate their destruction, while an old-style brick-and-stone building may fall and smother the fire, thereby making probable a large salvage on stock.

(2) For this reason stocks in fireproof buildings should pay higher rates of premium.

(3) For the same reason stocks in fireproof buildings need automatic sprinkler protection as much as, if not more than, stocks in ordinary buildings.

(4) That owners of stocks in fireproof buildings do well to keep them fully insured, especially if exposed to neighboring risks.

(5) That an outside sprinkler equipment, in the judgment of this office, affords better protection against the neighbor, and is usually cheaper, than any kind of shutter or door, and that subscribers should, therefore, give that device their earnest consideration.

Again, in his report, dated June 14, on the partial loss on the Ely & Walker Dry Goods Company, St. Louis, occupying seven-story building, stone and brick, with interior construction of the massive heavy timbered kind, known as "Mill Plan," or "Slow Burning," with all modern improvements and fire protection except "automatic sprinklers." Value of stock insured, $1,161,147.98. Net proceeds of merchandise taken from the wreck, $434,404.06. Mr. Waters says:

Out of its experience of this loss, this office formulates the following conclusions, specially interesting to subscribers:

(1) Slow-burning construction holds its own and stands as the equal of fireproof construction in so far as regards the protection of stock.

(2) Inasmuch as chiefs of fire departments should in all cases be men of practical experience and proved ability in generalship and tactics, in the absence of the requisite material available in the departments, officers of the army or navy should be selected for this post.

(3) Automatic sprinklers would have extinguished the fire in its incipiency, and restricted the loss to a few thousand dollars.

(4) The waste of this fire represents an outlay sufficient to equip with sprinklers one hundred risks, each equal in importance to the one which this fire devastated.

Eliminate from your stock all extra hazardous chemicals and store them in a fireproof vault, so in case of ignition the fire could not connect with the main stock. A good place for such chemicals would be in a vault under a sidewalk with a manhole connected with the street. Benzine and fluids of that character in barrels, should never be stored in the main building, but in a structure or shed far enough removed, so in no event could a fire connect itself with the main building. The various floors of the main building, from cellar to garret, should be swept up every day before closing, and the sweepings removed from the building

or to a fireproof boiler room for fuel. In addition to all this you should comply with all other suggestions made from time to time by insurance inspectors.

Assuming that moral hazard does not exist and that the foregoing recommendations are in force, then and in that event you are in a position to demand fair terms from the insurance trust or board of your city, and if not granted, place your risk entirely with companies not in the trust. Such a radical course may be necessary before your board will yield to your reasonable request. Possibly your best friend on the board, whom you have for years favored with your insurance, opposes and prevents the board from making a lower rate to you; he may even go so far as to say to his associates "I control that firm, I will guarantee their risk will not be placed out of the board." That is precisely what occurred within a board in a Western city.

Actual experience in affairs is always far more interesting and teaches more profitable lessons than theory. Human nature being the same, it is fair to presume that the experience and results in this Western city would repeat themselves in other cities. The influence of the one member prevailed and the board rejected the risk at $1. The entire risk in question was then placed with companies not in the trust, such as the best Lloyds and reliable independent outside companies and the individual underwriters at a considerable saving on $1 per thousand, refused by the board. All this occurred in 1896. Now mark what followed in 1897. The board having lost the entire insurance in 1896, and being convinced that one particular member of their body did not control the insurance of the firm in question, made a flat offer of 60 cents if the firm would return to the fold, and give the board the entire risk. The reason given for such a radical reduction in rate was that they had learned from statistics that a sprinkled drug risk, with extra hazardous material eliminated, and without moral risk, was entitled to a 60-cent rate. This offer was accepted and the entire risk for 1897 was placed with the board companies at 60 cents.

Respectfully submitted,

DANIEL MYERS, Chairman.

The President—If there is no objection, the report will take the usual course and go to the Board of Control.

The next business in order will be the report of the Committee on Membership, Mr. Pettet chairman.

Mr. Pettet—Mr. President, in accordance with the rules the names of the following applicants for membership were posted yesterday. I will read first the names of those applying for active membership:

Des Moines Drug Company, Des Moines, Iowa; Bodeker Brothers, Richmond, Va.; E. J. Lavino, Philadelphia; Murray Drug Company, Columbia, S. C.; Elk Drug Company, Binghamton, N. Y.; The Centaur Company, New York.

On motion the secretary cast the ballot of the association for the firms named, and they were declared by the president to have been elected active members of the association.

The Committee on Membership, through its chairman, Mr. Pettet, then submitted for associate membership the names of the following firms:

I. Springer & Co., druggists' supplies, New York City; the Dr. R. H. Kline Company, Limited, Philadelphia.

The secretary was, on motion, instructed to cast the ballot of the association for the election of these firms as associate members, which was accordingly done, and the president declared them elected.

The name of Lillard & Co., drug publishers, was also reported by the committee for complimentary membership, and, on motion of Mr. Kline, the secretary was instructed to cast the ballot of the association for the election of this firm as complimentary members, which was accordingly done.

The President—We have now reached the end of the reports of committees, and the next business in order will be the report of the Board of Control.

Mr. Weller, Chairman of the Board of Control—Mr. President, I will not attempt to take up the reports in their regular order. We have in hand the report of the Com-

mittee on Credits and Collections, which was presented to us by our friend, Mr. Morrison.

In referring to the report presented by Mr. A. Cressy Morrison, chairman of the Committee on Credits and Collections, the Board of Control desires to say:

First—That the work of this committee, covering, as it did, a great deal of ground, is of immense value and interest to every member of this association.

We cannot agree, however, with the plan proposed by our worthy president that this matter should be left entirely to the local associations. We believe that uniform terms and a credit discount for cash could be maintained throughout the entire country that would be acceptable to all the members of our association. We, however, leave this matter to the incoming committee, with the recommendation that they bring about this much to be desired result of uniformity in terms and discounts, if possible. We move that the request made by the chairman of the committee be granted and that Mr. Couser be granted the privilege of the floor ten minutes.

On motion Mr. Couser was invited to address the convention, in accordance with the resolution presented by the Board of Control.

The resolution of Mr. Shoemaker, with reference to credit insurance, referred to the Board of Control, then came up for action, being submitted by the Board of Control, with their approval.

Mr. Kline—Do I understand that that is a scheme for insuring credits?

Mr. Shoemaker—I will state for the benefit of the gentleman, who was absent from the room when I made my remarks this morning, that, as he may be aware, there are companies who make it their business to insure mercantile firms against loss by bad debts. Their patronage,

so far as I understand, has not amounted to very much. Their principal defect in their system seems to be that they hedge it around with so many safeguards; in other words, they demand that every insured risk shall have a certain rating in some standard book of commercial reference—usually the one selected is Dun's. Then, after a concern gets below a certain rating in that book, they will only insure one-half the risk. Then, where no rating at all is given, they are willing to insure only about one-fourth the risk. Of course, we can understand that in a great many cases, in a bad commercial year, it might be a good scheme to be insured in an amount four times your average loss, but whether the limits they have placed on their plan can be brought down to a basis that will be advantageous to us—that is the subject of my inquiry.

Mr. Weller—I will say that if the resolution had been worded any differently, I would not be in favor of it. I have had some experience along that line, and so far as my experience goes this matter of credit insurance amounts to very little; it didn't do us any good, and we paid out considerable money for nothing. If they can fix their plan so it will be advantageous to the wholesale druggists of the country, I will certainly be in favor of it. The way that resolution was worded, I had no hesitation in referring it to the incoming committee to investigate the matter.

On motion, the resolution was then adopted, as follows:

Resolved, That the Committee on Credits and Collections be requested to take up the question of credit insurance and gather from the members of the association any information possible on the subject, so that they may be able, at the next meeting, to report whether in their opinion the system has any advantages, and whether it can be profitably used by the drug trade.

The President—The next recommendation of the Board of Control is as follows :

We cannot agree, however, with the plan proposed by our worthy president that this matter should be left entirely to the local associations. We believe that uniform terms and a credit discount for cash could be maintained throughout the entire country. For instance, in our opinion, terms of 60 days, or 1½ per cent off for cash, would be acceptable to all the members of our association. We, however, leave this matter to the incoming committee, with the recommendation that they bring about this much-to-be-desired result of uniformity in terms and discounts, if possible.

Mr. Kline—I question whether we believe that uniformity can be absolutely brought about. Of course, we all recognize the desirability of working in that direction and using our influence, and, therefore, the latter part of the resolution suits me exactly; but I think the first part of it might be worded in some way so that we will not be putting ourselves on record as expressing a belief which, as a matter of fact, I think we do not believe.

Mr. Weller—Well, on that point, there is a difference of opinion. I believe it can be done, but, knowing there was a diversity of opinion, and that it had not been discussed on the floor of the house, I thought it would be well to bring it in as we have done, so the incoming committee could take the matter up and next year we would have something definite on the subject.

Mr. Frisbie—I think Mr. Kline has struck the correct line of argument on this subject. In the East I think there will be some strong objection to rating the cash discount above 1 per cent. I also agree very heartily with Mr. Kline as to his remarks about placing anything on record and having it go out, even in an implied manner, that we would advocate 1½ per cent. The question of profits is very close, and any innovation like this had better be avoided. I suggest that the matter be referred back to the Board of Control, with the suggestion that they do not specify any cash discount, but leave it to the

incoming committee to see if they cannot bring the trade to recognize that a discount of 1 per cent is sufficient.

Mr. McKesson—We certainly do not want to cut down our trade discounts in the East; and it looks to me as if this ought to be a matter that should be left to the Boards of Control in the different sections.

Mr. Kline—I do not want to be splitting hairs, but the question with me is, how I can vote that I believe in what I do not believe. Another point—while a larger discount than 1 per cent has always been tolerated by the manufacturers and by the Proprietary Committee, whose terms distinctly state that you shall not give more than one, yet I have always opposed, and do now oppose, incorporating into our resolutions what seems to be our giving countenance to a deviation from these terms to which we have subscribed. Of course some of us know that new houses start up, and the young fellows beat the old ones, and can go one better; and so it happens that in a Western city a young man, industrious and energetic, is able to do all his own work, buy and sell his own goods, and finds out that he can give two or even three per cent cash discount, and when he is brought to task by his fellows, or members of the Proprietary Committee, he tells them that there are already all sorts of deviations in our own ranks. Therefore, I say, I wish that resolution to be changed in some way; I would not object to its being made a territorial question, but the moment we recognize a discount greater than is named in the contracts, then, gentlemen, we are touching on dangerous ground.

Mr. Weller—Mr. Chairman, this Board of Control is very accommodating, and I don't see any particular necessity for a further discussion of this question. I think we will all agree that uniform terms should be maintained, and if we can bring it to thirty days, or 1 per cent

off for cash, the same as applies East, we would be very glad to see it done. So we will change the report to read that way. (Laughter.)

Mr. Noyes—I think it would be a good idea to strike out the first part of that resolution, and say that we leave it to the incoming committee to take up.

Mr. Faxon—I would suggest to the Board of Control that it would be well if the resolution read: "We recommend not giving a longer time than sixty days, or a greater discount than 1½ per cent." That leaves the Eastern members to go on with their 1 per cent for cash.

Mr. Carter—I cannot see now that this association wants uniformity in time and cash discounts. It may be that the association is in favor of the views of the president, that it should be referred to the local associations. Now what is the reason that we should have uniformity of credits in the East and the West? Is it to prevent one section cutting in on the other? If so, if you make a uniform discount, there will be some who will allow more, as they have more or less of the rebate articles; and if it is better for the East to have a certain discount and time, why not let it be so? It may be as I say, that this association is in favor of leaving it to the local associations. Therefore I offer as a substitute to the motion of the Board of Control that the recommendation of the president in regard to this matter be substituted for the report of the Board of Control—that is, that the matter be left to the local associations.

Mr. Myers—I rise to second that motion. This question has been brought up annually at our conventions for the last fifteen years, and thoroughly discussed, without our having made any progress. We all know that the subject of the cash discount is to get the money, and, therefore, the cash discount must be commensurate to

the rate of interest that prevails in the various sections of the country, or else you don't get the cash. In the state of Ohio we can get the cash by offering 1 per cent; we adopted that twelve years ago, and we don't want to take a step backward now by increasing it to 1½ per cent. I believe 1 per cent is the prevailing discount from Ohio east to the Atlantic; but the moment you move further west—to Chicago or St. Louis—there the discount is 1½ per cent; and I must concede to them the privilege of offering that if they see fit, as it in no wise conflicts with us, who are further east. I believe if those Western cities did not offer the 1½ per cent, their customers would not pay cash, but would take the time. Therefore, I think it a wise matter to leave it to the local drug associations throughout the country.

Mr. Frisbie—I rise, too, to heartily second that motion; at the same time I think the remarks of Mr. Myers sufficiently cover the case, as also those of Mr. Kline and Mr. McKesson—that is, that the rate of discount be territorially governed. I think it would be well if this association could use its influence in reducing the discount, and so bringing the whole association on a better and more uniform level than at present. I think if that idea could be incorporated without any friction, it would have good results.

Mr. Kline—I would like to inquire whether that regulation by the local organizations is in any way going to be restricted. Supposing the jobbers in the West should find it necessary, in order to compete with the young gentlemen I have referred to, to come together and agree to allow 3 per cent cash discount in that territory. Under that action, where are we? Now I want to call attention to another matter, for the benefit of Mr. Shoemaker and Mr. McKesson and other members who never have much

to say on the floor of the convention (laughter)—our cash discount is 1 per cent. Our friends down here in the South, who have been so obliging as to send us their orders so far off, in settling their bills do not comply with our terms; they simply take off from 1½ to 2 per cent, and we may protest all we have a mind to, but they simply write to us that that is the current rate of cash discount. Now I want to call your attention to the fact that these Southern gentlemen, situated so favorably as they are, have their proprietary medicines delivered at their stores and sign contracts as we do, and sell as cheap as we do, but they leave no room for Mr. Shoemaker, Mr. McKesson and myself to branch out, because they give a larger cash discount. I have no objection to leaving the matter to the local associations, provided the discount does not exceed the discount ruling in the particular territory.

The President—I want to say, in reply to Mr. Kline, that in this particular section of the South the universal cash discount is 1 per cent, and it is only, I believe, further South, where the rates of interest are of necessity higher, that, as Mr. Frisbie has suggested, higher rates of discount prevail. But it strikes me that if Mr. Faxon's resolution was coupled with that of Mr. Carter, and this matter be left to the local associations, with the injunction that the rate of discount should not be greater than 1½ per cent, or the time greater than sixty days, it would accomplish the purpose.

Mr. Carter—Does the president offer that as an amendment?

Mr. President—No, sir; I simply make the suggestion.

Mr. Carter—Well, I will attach that to my motion and offer it as amended.

Mr. Morrison—I feel that this subject is being very ably discussed, and I am delighted to find that the diver-

sity of opinion here expressed represents almost in exact ratio the diversity of opinion we found during the investigation of this subject. Mr. Myers has stated an objection—that the object of the wholesaler in making a discount at all is to get the cash, and in those sections where the rate of interest is high a discount of 1 per cent will not get the cash. That is almost a valid objection to the recommendation of the committee. However, that objection is not so strong to-day as it has been. Two per cent discount for thirty days represents 24 per cent interest. During the era of depression there has been a marked tendency to allow a great rate of discount. The committee in investigating this matter found an almost uniform sentiment in favor of thirty days and 1 per cent. A modification to 1½ per cent would work a hardship on the Eastern houses, a large majority of which work on the 1 per cent basis. No agreement could possibly be reached on that basis. A discount of 1 per cent for thirty days represents some difficulties in the West. For instance, as was suggested by Mr. Myers, perhaps the cash would not be forthcoming. Nevertheless it is a practical question to this association. To take these recommendations and refer them back to the local associations that have diverging opinions simply means that the work of this committee for the past year is placed exactly on the same plane with that of every previous committee: it makes no distinct gain for this association. If the recommendation of the Board of Control is sustained, that the matter should be gone into further, it might be proved by the end of another year that time, progress and local conditions had sufficiently changed to make thirty days and 1 per cent discount possible. In the minds of the committee it seemed feasible. I therefore feel that the recommendation of the Board of Control should be sus-

tained and that Mr. Carter's motion should not prevail, because it simply puts the association back where it started, and does not give it the opportunity it should have to improve the conditions by the work of its committees.

Mr. Carter—I would say that this committee will still be in existence; and if the local associations go to work on this matter, and work on it faithfully, the chairman of the Committee on Credits and Collections will have the secretaries of these local associations to correspond with, and the secretaries can give him information as to the workings of the cash discounts in their territory. If they find in that time that there can be progress made toward a uniform credit and cash discount, then there is nothing to prevent that being taken hold of in another year; but it will make it much easier and more uniform for the local associations to take it up.

Mr. Weller—I would be very sorry to see the resolution offered by Mr. Carter prevail. I don't think it should be sent back to the local associations. If we were to do this, as Mr. Morrison says, it would make the committee's work of no value. Mr. Morrison has corresponded with every dealer throughout the country, and when he states that a very large percentage with whom he corresponded were in favor of thirty days or 1 per cent off for cash, it seems to me that the trend is in that direction. The only reason that the Board of Control incorporated this 1½ per cent off for cash or sixty days was because there was a certain amount of objection to the terms of thirty days or 1 per cent off for cash expressed by some of our friends in the South and West. I believe we are moving in the direction of thirty days or 1 per cent off for cash. If you refer the matter back to the local associations it will be as it has been in the past. I can give you instances where even the local associations have

given a discount of not only 1½ per cent, but 2 per cent for cash, in order to get the money, on regular goods. I know of other instances where houses have given as much as 5 per cent off for cash; and I tell you there ought to be some stringent legislation on this question. The local exchanges are not competent to take care of it.

Mr. Carter—What guarantee would we have that such houses would not give 2½ or 5 per cent, no matter what we adopted?

Mr. Weller—There is a certain influence that will go out from this association which will have its effect. Of course, you cannot prevent a man from stealing, but you can punish him for it.

Mr. Carter—But you can't do it in this association.

Mr. Weller—I don't know whether we could or not. I think some things are done where this association might inflict some punishment. However, if this matter is left to the local association, we will not agree. The Missouri Association has terms of 1½ per cent off or sixty days; Chicago has the same terms; so has St. Louis. But what is to prevent their changing these terms? There is no general rule. Now, the report of the Board of Control practically agrees with the suggestion made by the chairman of this committee, who has given so much careful attention to the matter during the past year, and I would like very much to see the report of the Board of Control adopted, as I read it, leaving out the terms entirely.

Mr. Powers—I would like to ask, in the event this motion of Mr. Carter to refer this matter of terms and discount to the local associations should prevail, what would become of those jobbers living in a territory where there are no local associations. I worked for a year trying to get Philadelphia, Baltimore, Washington, Virginia and

North Carolina to form a Middle States association, but I failed signally; and, therefore, there are some sections—large sections—of the country that have no associations to fix these discounts. I hope that the recommendation of the Board of Control will pass this body. It seems to me the most practicable; the other would be too diversified—there would be too many associations fixing terms.

Dr. Mattison—It seems to me that too much stress is laid on this question of 1 per cent and 2 per cent. Certainly none of us give such discount in order to get money in these times.

Mr. Myers—We do in the West; that is the difference between the conditions here and in the West.

Dr. Mattison—Suppose a good customer takes forty-five days instead of thirty on an average the year around; do we charge him fifteen days' interest? If we do not, why don't we?

Mr. Myers—That may be, but still we have to have a rule and do the best we can to get our customers to live up to it.

The President—I want to say that on thinking this matter over—when I read the report of the committee, which is a very admirable one—I came to the conclusion that we could not regulate it because of the diversity of rates of interest which govern the rates of discount. Therefore I suggested that it be left to the local organizations, or to the local dealers. This idea is not new with me. I recollect that our friend Gen. Hancock suggested the same thing with regard to the tariff (laughter) and he got whipped on it, but there are not many men in this country to-day who have not lived to see that the tariff is a local question. Now, if we adopt the substitute offered by Mr. Faxon, that the rate of interest shall not be greater than 1½ per cent, nor the time greater than sixty

days, and that the whole matter be left to regulations by the local associations or to the local dealers themselves, you will have accomplished all that you can possibly do. You will have said to each locality, "Arrange whatever discount you may, from 1½ per cent down, and whatever time you choose to give, from sixty days down, among yourselves, as you can best regulate it, and as all the conditions of your territory demand," and it regulates itself. We have no local association in this district, as Mr. Powers has said, but we all know that Philadelphia and Baltimore are not going to give a greater discount than 1 per cent for cash in order to get the money. I think Dr. Mattison is entirely right; I don't allow any man 12 to 18 per cent to get the money, but for prompt settlement of his bills, and I demand that he settle his bills within certain times; he must either settle with the cash discount off, or do so within sixty days, or close his account up with a note, if he wants a longer time, he paying the interest, of course. Now, this does not prevent our giving such a man an additional sixty days, he paying the interest, if he is not able to pay within the shorter time; you must provide for that contingency. When you undertake to lay down an iron rule to govern every wholesale druggist in this country—that he must be regulated by what is the consensus, or the average opinion, of the whole country, that very moment your rule will not be obeyed, and every time you lay down a rule for the government of your members that cannot be obeyed that moment you weaken the influence of your association. (Applause.)

Mr. Walker—This discount is given the customer to induce him to pay his bill promptly and relieve us as far as possible from carrying that amount for him. In the East we are giving sixty days, or 1 per cent off for cash—which is, in reality, no discount for cash; it is simple inter-

est. As it is now, the customer pays his cigar bills, his whisky bills and every other bill before he pays us. The proprietary men well understand this. I think if we could give our customers some inducement we would get our bills paid more promptly, and, therefore, I am in favor of an increased discount.

Mr. Carter—I would like to ask Mr. Walker how long it has been his idea that sixty days is the usual custom?

Mr. Walker—Well, we don't sell any goods in the East, but I can speak for New York state—sixty days or 1 per cent off for cash.

Mr. McKesson—I protest against that. One per cent off for cash is what we give—and collect when we can. (Laughter.)

Mr. Myers—As there are two resolutions to come up from the Board of Control, I suggest that we have both read now.

Mr. Kline—As I understand it, the first question is on the amendment. If that is adopted, I don't see how the other can come up.

The President—The idea is to see which we like the best.

Mr. Myers—I insist on my proposition, as I have lost track of the original recommendation by the Board of Control.

The President—I think you are perfectly correct. The chairman will read both resolutions, and then we will hear the substitute.

Mr. Weller then read the recommendations of the Board of Control; and also Mr. Carter's resolution with the amendment accepted by him.

Mr. Peter—In the O., K. & I. Exchange they have three distinct discounts. In Ohio it is one thing; in Indiana and Kentucky it is another, and south of that it is

another. The price of money is a very difficult thing to control, and that is what we try to do when we establish a uniform cash discount. If the discount means anything, it is to induce a man to pay the money promptly. In Texas money is worth whatever the banks choose to charge. Now, if the local exchanges could divide the territory and consider the probability of getting the money, even at any cash discount, and each of us respected the territory of the other, it would be a practical thing to make it comparatively uniform.

Mr. Kline—As a matter of fact, when Mr. Peter wants money he does not go to Texas for it, and when people down in Texas want to buy their goods they don't go up as far as he is; they deal in St. Louis or other near-by places.

The motion offered by Mr. Carter was here put by the chair and lost.

The question then came up on the adoption of the recommendation of the Board of Control, and the same was adopted, on motion of Mr. Myers.

On motion, the report of the Board of Control, as a whole, was adopted.

The convention then adjourned until 2:30 p. m.

FIFTH SESSION.

Wednesday Afternoon, Oct. 13, 1897.

President Purcell called the meeting to order at 3 o'clock.

The President—The first business will be the reading of the minutes of the last session.

Assistant Secretary Toms read the minutes of the last session.

The President—I promised to give Mr. Fox, chairman of the Nominating Committee, right of way at this session, but he does not seem to be present. We will, therefore, proceed to the report of the Board of Control, Mr. Weller, chairman.

Mr. Weller—I have no doubt, gentlemen, that you listened with interest to the report of Mr. John N. Carey, chairman of the Committee on Adulterations. The Board of Control reports as follows:

The Board of Control desires to call your attention to the Report of the Committee on Adulterations. The chairman of the committee, Mr. John N. Carey, has evidently given this matter considerable thought, and we are prepared to indorse his suggestion that the incoming committee be empowered to employ, if necessary, an expert to whom any suspicious articles may be submitted for investigation. We believe this to be a move in the right direction.

On motion, the recommendation of the Board of Control was adopted.

Mr. Weller—You will remember that the report of the Committee on Fraternal Relations was simply in the nature of a few letters inclosed in a letter which Mr. Dicks sent to the president of our association. The Board of Control have taken these letters into consideration, and present the following:

We are very sorry indeed that the chairman of the Committee on Fraternal Relations, Mr. F. A. Dicks of New Orleans, is not with us at this meeting.

He has presented a letter, however, and while it is not in the nature of a report, he makes some suggestions that are worthy of our consideration.

First—He is of the opinion that the Committee on Fraternal Relations is an important one, and that more practical use should be made of this committee, believing that it could be made one of the most useful factors in promoting the aims of our association, and the advantage it offers in adjusting unsettled differences.

We certainly indorse the sentiments expressed in his letter, and believe that great care should be had in the selection of a chairman for this committee, and that a strong effort should be made to bring the entire drug trade of the country together in fraternal feeling and endeavor to impress upon the minds of every jobber and manufacturer that his interests are identical with those of his neighbor, and that a feeling of unity and harmony should prevail in the drug trade throughout the country.

CHAS. F. WELLER,
Chairman Board of Control.

On motion, the recommendation of Board of Control was adopted.

Mr. President—In accordance with the recommendation contained in the report of the Board of Control on the report of the Committee of Credits and Collections, we will now extend the privilege of the floor to Mr. Thomas S. Couser, vice-president of the Credit Clearing House.

Mr. Couser then addressed the meeting as follows:

REMARKS OF THOMAS S. COUSER.

Mr. Chairman and Gentlemen:

In the name of the Credit Clearing House, I thank you for the honor conferred by the invitation of Mr. Morrison to be your guest upon this occasion, and for the compliment implied by his suggestion that we may be able to say something in explanation of our plan of interchanging ledger experiences and credit making facts, which will be of value to you in connection with his report as the chairman of your Committee upon Credits and Collections.

When Mr. Morrison first invited us to make the explanation of this plan, we said to him that knowing your association to be the most conservative and successful organization of a single trade in this country, we hesitated to accept his proffered courtesy as it might appear to some of the members that we were intruding upon your family circle.

Upon his assurance that it was his opinion that we, by an explanation of the system in use by us, might be of assistance to your association in evolving a satisfactory solution of this difficult matter of credits, which you had already taken up, we accepted. It is in this spirit that we come before you.

In 1888, Mr. J. Robert Lyle, our president, having worked out in detail the plan now in use by the corporation I represent, presented the theory to the wholesale merchants of St. Paul and Minneapolis; they, appreciating its merits, gave him the financial support required, and their co-operation in carrying it out by supplying to him their experiences with the trade as called for.

Included in this support and co-operation were the leading drug houses of those cities, and it is with pardonable pride we state the fact that they are still supporters of the system.

Within a short time after starting the movement, as stated, Mr. Lyle began to receive letters from Chicago wholesale houses in the various lines selling in the Northwest, asking for explanation of the plan, and conveying an intimation that they would be willing to avail themselves of its advantages, provided a full explanation proved satisfactory.

From this Mr. Lyle realized he had a field for extension, and he was enabled to interest a sufficient number of Chicago wholesalers by January, 1892, to open an office there, they interchanging experiences with each other and St. Paul members. Those two offices were the limit of extension up to 1893, when the panic nearly overwhelmed the mercantile world.

You gentlemen will agree with me that the years of 1893, 1894, 1895 and 1896 and the first half of 1897 were not highly favorable for the promotion and advancement of a

well-established enterprise, much less this one, a comparatively new effort. Any fair-minded man must admit, therefore, that the system possessed imperative merit to bring about the successful establishment of the following offices in the order named: Louisville, Detroit, St. Louis, Cincinnati, Baltimore, New York, Philadelphia, New Orleans, Memphis, Cleveland, Atlanta, Boston and St. Joseph, Mo. —fifteen in all.

Attached to, and working through these offices, are subscribers in over 150 additional cities, and a membership of thousands, including those engaged in wholesaling dry goods, clothing, shoes, hats, drugs, paints, hardware, groceries, tobaccos and kindred lines.

A member of the system is placed in the same relation as regards obtaining credit making facts, as when desiring to use the postoffice.

In the latter, having the price of a 2-cent stamp enables him to command the stupendous machinery of that great organism—the postal service. He needs not to figure as to whether his missive is to go north, south, east or west. His care and anxiety over the matter is ended when he has deposited it in the mail box, and while he sleeps or devotes himself to business or pleasure, a hundred hands are busy with his message directing it upon its proper course as quickly as steam and fast post can carry it.

In the same sense, a member can command the services of the thousands of members of the Credit Clearing House in nearly two hundred cities.

To set them at work upon his demand, in place of the 2-cent stamp, he deposits with the office of the Credit Clearing House to which he may be attached, a ticket of inquiry filled out as follows:

If it is a first order, that and the amount is all that is necessary to state. If, however, the inquirer has already

sold the party, he makes answer to the following questions as a basis for his right to demand the services of the other members: How long sold? Highest credit? Amount owing? Amount due? When due? Secured? Pays? Terms? Ever make unjust claims? Notes paid when due? Pay drafts when made? Ever collect by attorney? Ever extended? Ever refused?

Upon receipt of this ticket at the Clearing House office, the name is placed upon a daily sheet, which goes before every member likely to sell in the territory indicated.

Those members who have sold the firm in the past, knowing that no curiosity inquiries are allowed, realize that behind the inquiry there must be either a first order, or, in case of having sold previously, a vital reason for the investigation, such as no response to the requests for remittance, the asking for an extension, or a new order, in either case, all houses selling, naturally desire to know the inspiration of the inquiry, but the only way they can obtain this information is to fill out a ticket with their own experiences, in return for which they will receive a copy of the combined experiences of all other contributing members, thus carrying out a system of absolute reciprocity without any possibility of one member having any advantage over another.

In addition to the experiences of the trade, the Credit Clearing House asks every dealer upon whom inquiry is made for a signed statement of his affairs, and we receive a very large percentage of those requested. These are furnished to the members with the trade record.

The Credit Clearing House does not do a collection business, but does furnish all members with draft forms which are made in its name, and by reason of the great leverage of the large membership, fully 60 per cent. of the drafts are

paid upon presentation, and a second effort brings about 20 per cent. of the remaining delinquents.

If payment is made upon first demand, no fee is exacted; if collection is made upon second effort, 2 per cent. is charged, and many of our patrons make their annual membership cost out of the saving in collection fees.

Such is the history of the Credit Clearing House. I should be glad to give any further explanation upon points not clear to any one here, if you have the time and care to ask any questions occurring to you, or if you will honor me with a call at my rooms, 403-405, I will show in detail, samples of our work and letters commendatory of same, which we have been fortunate enough to receive during the years of our existence. If your association as a body or as individuals, after satisfying yourselves fully as to the merits of the system, think it is something you need, we will, with your co-operation, undertake to put it in full force and effect for the wholesale druggists and allied trades all over the United States at the earliest possible moment.

I thank you for your kind attention.

Mr. Frisbie—I move a vote of thanks to the gentleman for presenting this matter to us. I have had some little experience in local organizations with a credit bureau, and am somewhat familiar with some of the lines which he suggests. I believe if we all had a greater knowledge of the value of the information which could be gathered in the manner he suggests, it would be of great benefit to us. I further move that the paper which he read be incorporated in our proceedings, and that it be referred to the incoming Committee on Credits and Collections to investigate the subject and present their conclusions at our next meeting. Carried.

Mr. Couser—Gentlemen, I thank you again.

The President—Mr. Fox, chairman of the Committee

on Nominations, will now present the report of that committee.

Mr. Fox presented the following report:

Richmond, Oct. 13, 1897.

The twenty-third annual meeting of the N. W. D. A.

Mr. President and Gentlemen: Your Committee on Nominations of Officers of the association for the ensuing year beg leave to report the following recommendations:

For President—Chas. F. Weller, Omaha.
First Vice-President—Thomas C. Peek, Macon.
Second Vice-President—James McCord, La Crosse.
Third Vice-President—A. W. Claflin, Providence.
Fourth Vice-President—Chas. A. Jerman, Milwaukee.
Fifth Vice-President—Geo. A. Kelly, Jr., Pittsburgh.
For Secretary—A. B. Merriam, Minneapolis.
For Treasurer—E. L. Strong, Cleveland.
Board of Control—W. J. Walker, Albany; J. R. Owen, Chicago; I. Solomons, Savannah; W. J. Walding, Toledo; C. F. Shoemaker, Philadelphia.

Respectfully submitted,

J. C. FOX, Chairman.
W. O. BLANDING,
C. W. SNOW,
THOMAS C. PEEK,
OTTO STEIN.

Mr. Fox—I believe under the rules the report must lie over for two hours. I therefore move that it be made the special orders of business at the opening of the session to-morrow morning.

The President—It would be proper to postpone this matter until to-morrow's session, and if it meets with the approval of the meeting it is so ordered. We will now resume the reception of reports from the Board of Control.

Mr. Weller—Mr. President and Gentlemen: We beg to call your attention to the report of the Committee on Paris Green.

The chairman of the Paris Green Committee, Mr. A. S. Brooks, has been very faithful in the performance of his duties, and presents the best report that could be made under existing circumstances. This committee presents the following resolution:

Resolved, That the incoming Committee on Paris Green do all in their power to bring about local agreements on this article for the season of 1898, unless the article should be placed upon the rebate plan.

The Board of Control, however, are of the opinion that the price of this article can only be regulated by placing it upon the rebate plan, and if this cannot be done in a satisfactory manner, the price should be left entirely open.

We would, therefore, recommend that the incoming committee endeavor to make some arrangements with some manufacturers whereby the price of this article may be regulated; or, failing in this, that the price be left open. In making this recommendation we do not overlook the fact presented by the committee that a majority of the dealers throughout the country seem to have been satisfied with the arrangement existing last year. We are free to say, however, that in our judgment this arrangement was not entirely satisfactory. There seems to be no general agreement; at least if there was it was not respected. Private letters were written and quotations sent out by a number of Western houses that were very demoralizing in their effect. For this reason the Board of Control would recommend that the article be placed upon the rebate plan if possible, and if this is found to be inexpedient, that the price be left entirely open.

Mr. Kline—I move the adoption of the resolution.

Mr. Frisbie—I agree with the chairman of the committee that the subject is of a flexible nature, and the report sounds a good deal like the Army of Flanders, who

marched up hill and then marched down again. They say first they would like to put on a rebate plan, and then they say do not put it there.

Mr Weller—We believe it would be better to leave this matter to be regulated by the members locally.

Mr. Frisbie—I have objected to Paris green being placed on the rebate plan. I think it does more harm than good. We might just as well undertake to rebate sal soda. It is an article handled by all classes of tradesmen, and it is utterly impossible to place it on the rebate plan, for it is largely handled by parties who have not the considerations and interests which we have to prompt us in this action—and I may say without flattery, do not have the commercial honor which applies to the members of this association. Anything which is an innovation of that character, which cannot be sustained, had better not be put on the rebate plan. It should stand on the ordinary level of other merchandise, and be sold the same as any other merchandise. If the market advances, we get all the profit we want. It is like quinine; if the market advances we catch a profit; if it does not, we sell it and do the best we can. I would move as a substitute to the resolution offered by the chairman of the Board of Control, that we adopt the recommendation presented by Mr. Brooks. I think that is the only sensible, practical plan that we can adopt.

Mr. Myers—I want to speak in favor of the recommendation of the Board of Control. My experience is just the opposite to the position taken by the gentleman from New England. I was one of the original committee that first succeeded in having the Paris green men adopt the rebate plan of contract system for the sale of Paris green. The trade in the Western country handled tons of it at a great expense and annoyance, and never realized

a profit previous to the adoption of the rebate plan; but for several years after the adoption of the rebate plan, these houses did make a return for capital invested and for the annoyance and labor in handling Paris green in the wholesale drug houses. So that the experience of the vast trade in the West is directly opposed to the position taken by Mr. Frisbie. If it is left without any restriction, free for all, go as you please, there will be no margin whatever made on Paris green. Experience justifies me in most emphatically advocating the recommendations of the chairman of the Board of Control.

The President—The recommendation of the Board of Control is that the article be placed on the rebate plan, if possible; and that of the committee is to the effect that the incoming committee is to be empowered to bring about local agreements on this article for the season of 1898, unless the article should be placed on the rebate plan. Mr. Frisbie's motion is that the recommendation of the committee should prevail.

The question was put on Mr. Frisbie's motion and decided in the negative.

The President—The question now recurs upon the recommendation of the Board of Control.

Mr. Frisbie—Now I desire to ask the chairman of the Board of Control to change the phraseology a little. He asks that it be placed on the rebate plan, if possible. Why not take a decided stand and make an absolute recommendation to that effect.

Mr. Weller—I made it that way for the reason that there seemed to be an impression in the minds of some of the members that the article can be regulated by the local organizations. I do not think that can be done, and I want to place the Board of Control on record as

stating most emphatically that if this article could not be placed on the rebate plan, if the manufacturers could not be induced to place it on the rebate plan, which would control the sale of it, no matter who handled it, then the price shall be left open, and that we do not bother with it as an organization at all.

Mr. Carter—The local organizations do that now as far as they can.

Mr. Weller—We do not want to put ourselves on record as favoring a local agreement on this article, because we cannot come to an agreement satisfactory to all.

Mr. Dougherty—If anyone can solve the problem as to whether or not we shall have bugs next year, the question will be solved. If we have no bugs, let us put it on the rebate plan; but if we have bugs, let it be an open commodity.

On motion the recommendation of the Board of Control was adopted.

Mr. Weller—The next report is that of the Committee on Legislation. This report contains so much valuable information that the Board of Control could hardly take hold of it in detail and tell you everything that you ought to know regarding it. The only way for you to become familiar with it is for you to read it. You do not really know much about it after having heard it read; take it home and read it carefully, and you will understand it better and see the amount of work which has been done.

We would call your attention briefly to the report of the Committee on Legislation. We are particularly fortunate in having at the head of this committee Mr. Edward H. Hance, and after reading his report the Board of Control are satisfied that no one could be placed at the head of this committee who would give it the attention and look after matters pertaining to legislation in the inter-

ests of the association better than has the able chairman of this committee.

We herewith append the following resolutions and move their adoption:

Resolved, That the National Wholesale Druggists Association, recognizing the growing importance of the trade, commerce and manufactures of this country, favors the formation of a department of the Government which shall have all matters of trade, commerce and manufactures under its special care.

Our association is already on record as being in favor of this Torrey Bill. We move to reaffirm.

This is the only resolution we have to offer in connection with this report. Our association is already on record in regard to the Torrey Bankruptcy Bill. There is a resolution embraced in the report of the chairman of this committee calling attention to that, and the resolution is practically the same as the one we adopted last year. We therefore move its adoption again, and reaffirm our position taken on that important subject, together with the resolution regarding this new department.

On motion the recommendation of the Board of Control was adopted.

Mr. Weller—The next is the report of the Committee on Local Associations.

Mr. Alonzo L. Thomsen, chairman of the Committee on Local Associations, presents a very interesting report. The N. W. D. A. has always been on record as favoring local associations, city and interstate, and have always encouraged them to the fullest extent, but while we have done what we could in aid of these local associations, we believe that there is yet a great deal to be done. We have very few complete local associations in the country. Only a few of them are thoroughly organized and working in harmony.

We move the adoption of this report with all the suggestions contained therein, and fully agree with the chairman of this committee in the suggestion that local associations can become a still greater power in regulating trade, to the mutual advantage of the manufacturer, producer and distributer, as well as the retailer and consumer.

On motion the recommendation of the Board of Control was adopted.

Mr. Weller—The next is the report on the drug market.

Mr. President and Gentlemen: We take pleasure in calling your especial attention to the report on drug market, as presented by Mr. Muth.

Mr. Muth for several years has been the able chairman of this committee, and his reports are always read with interest. We are certainly under great obligation to Mr. Muth for the great diligence he evinces in making up his report. Every detail has his attention and his report is full and complete.

We move its adoption as presented.

On motion the report of the Board of Control was adopted.

Mr. Weller—The report of the secretary is the next subject considered by the Board of Control.

We have before us the secretary's report for the current year. He starts out by saying: "It shall be the duty of the secretary to keep a record of all meetings and preserve the correspondence of the association."

Our worthy secretary, Mr. Merriam, has done his duty fully in this regard, as we will all bear witness. His reports have always been good and he has always been faithful in the performance of every duty, and we certainly hope that he will be able to serve us for many years to come in his present capacity.

We recommend the adoption of the report.

On motion the report of the Board of Control was adopted.

Mr. Weller—The next committee is that on memorials of deceased members. The Board of Control respectfully presents the following:

Referring to the memorial report presented by Mr. William A. Robinson, we note with sincere regret that a number of our members, active and associate, have been called away during the past year.

It is always with a feeling of sorrow that the Board of Control takes up this report. Each year we are reminded of the shortness of life and the never-ending length of eternity. We are passing away, one by one, and may it be said of us, as it is said of those who preceded us, that we have done our duty and have endeavored to live up to the true idea of manhood in all our relations in life, and especially may we all be true to this association, for in looking after its interests we are looking after our own.

We would recommend that the report of the Committee on Memorials of Deceased Members take the usual course.

On motion the report of the Board of Control was adopted.

Mr. Weller—"Commercial Travelers" is the next subject with which we have to deal. The Board of Control respectfully presents the following:

We are indebted to Mr. C. H. West, chairman of the Committee on Commercial Travelers, for one of the best reports we have ever received. So much has been said on this important question that the Board of Control does not care to go into any detailed discussion of the subject. We simply take the report as we find it and indorse the

sentiment expressed in the report that many good things have been said on this question and written and good advice offered, and if we could only profit by all we have heard on this subject we think that the vexed question of how to handle commercial travelers would be solved. The great trouble is we cannot agree, and until we do agree we will obtain no definite result. We move the adoption of the report as presented with the resolutions appended thereto.

On motion the report of the Board of Control was adopted.

Mr. Weller—We now have before us one of the most important reports which we have received this year, which is on the subject of fire insurance. The Board of Control offers the following:

This report is worthy of more than passing notice, and yet the time at our disposal is not sufficient to give it the consideration which it deserves. The copy of the report was only handed the committee yesterday evening by the chairman. We have, however, read it over very carefully and have come to the conclusion that a copy of this report should be in the hands of every member of the association.

The Board of Control would, therefore, recommend that this report be printed in pamphlet form and distributed to the members of the association. In this connection permit us to say that the subject of fire insurance is an important one, and we trust that every member of the association will read this able report very carefully, and if he does, and acts upon the suggestions therein contained, it will certainly be to his advantage.

Mr. Noyes—That report will be published in full in the report of our proceedings which will be in the hands of every member. I was much interested in the report

presented by Mr. Myers, but hardly see the necessity in presenting it and circulating it immediately. Of course, in a couple of months it will be in the hands of every one and in good shape.

Mr. Carter—Can the secretary state how soon our proceedings can be published?

The Secretary—I expect to have them issued in about two months—before the first of January.

Mr. Shoemaker—I think the recommendation to have the report printed separately is deserving of our support. The annual report is a bulky volume, and the larger number of our members have been here and heard the reports read and the discussions which have followed, and we are inclined to think that we know all there is in the report, and unless our attention is called particularly to the subject we might not refer to it. It seems to me the report of the committee is sufficiently valuable to each of us to have our attention specially called to it in the manner indicated.

Mr. Carter—I think the sooner we get this report the better; and it will be especially useful to those members who are about to change their policies.

Mr. Kline—I move the adoption of the report of the Board of Control. Carried.

Mr. Weller—Mr. President and Gentlemen: We now have before us the report on proprietary goods for 1897, and we would offer the following resolutions:

Resolved, That we reaffirm our support of the rebate plan of selling proprietary articles and reaffirm our endorsement of the second resolution adopted at the meeting of the association in 1896, as follows:

Resolved, That we affirm our conviction that the selling by manufacturers to retailers at largest quantity discount is a manifest injustice to a very large proportion of the retail distributors of

these preparations and that we bring our strongest influence to bear in favor of the universal adoption by all manufacturers who propose to continue selling under the rebate system of the custom of confining their sales to jobbers only.

Resolved, That our Committee on Proprietary Goods continue its services to proprietors by obtaining and furnishing information in the same manner as heretofore, restricting this part of the work in accordance with decisions which have been or may be rendered by the courts in the several suits now pending. We hereby authorize the treasurer to honor any bills for expenses presented under this resolution, and also for legal expenses which may be incurred by the sub-committee, hereafter to be provided for, in defense of the several suits, in so far as the funds in the hands of the treasurer will permit, when such bills are properly endorsed by the chairman of the Proprietary Committee, or the chairman of the sub-committee, and the president of this association.

Resolved, That a sub-committee of three, of which M. N. Kline shall be the chairman, be appointed from the Proprietary Committee to take charge of the several suits now pending, or any other suits that may be brought during the coming year, to which this association or its individual members may be made defendants, resulting from anything that may be alleged as having been done under the contract system.

Resolved, That we desire again to place ourselves on record as pledging ourselves to support any feasible movement for the protection of the retail druggists of this country in a reasonable profit on proprietary goods. We strongly recommend efforts on their part to unite their ranks upon some practical proposition, and favorably call to their attention the manner of procedure adopted by the druggists of England, which appears to us to be very much more promising than any of the movements thus far attempted in this country.

Resolved, That this association follow the custom adopted a year ago of electing the chairman of the Proprietary Committee by the association at large, leaving the appointment of his associates to the incoming president.

Mr. Myers—I move that the report of the Board of Control be adopted. Carried.

Mr. Weller moved that the report of the Committee on Proprietary Goods be adopted, as recommended by the Board of Control. Carried.

Mr. Kline—Mr. Chairman, in accordance with the last resolution of the series which have just been adopted, I desire to report as the unanimous choice of the Proprietary Committee, and in their behalf nominate for chairman of the Proprietary Committee for the coming year Mr. Frank A. Faxon, of Kansas City. (Applause.)

The President—Gentlemen, you have heard the nomination for chairmanship of this most important committee: are you ready to go into the election?

Mr. Dalley—I move that the election of Mr. Faxon be indicated by a rising vote.

The President then put the nomination to vote and Mr. Faxon was unanimously elected.

The President—It is with great pleasure that I announce that Mr. Frank A. Faxon has been elected the chairman of the Committee on Proprietary Goods for the ensuing year. (Loud applause and calls for a speech.)

Mr. Faxon—Mr. President and Gentlemen: As I arise to speak my heart throbs with emotions of different kinds. This is an honor. It is an honor to be thought worthy to take up the standard that has been so nobly carried by the matchless chairman who has filled the office for ten years. (Applause.) I confess to some feelings of pride that I have been thought fit by this representative assemblage to take hold of the ardent and important duties of this position. I can find but few words to thank you for the honor, and I am not able to find any to thank you for the job. (Laughter.) I am very sorry that this change had to be made at this time. A great and wise man once said that it was not safe to swap horses while crossing a stream. It may be that our feet are now in the water, but

if so I am afraid that you gentlemen have not, perhaps, carefully considered the wind and limb of the new horse. However, it has been my custom in life when finding myself in a scrape to get out of it as creditably as I could. It has been my habit when holding a position of trust to bring to its discharge my best duties and my strongest energies and I shall now buckle on the armor—though I think that he who takes it off will rejoice that it is taken off—but I will put on my armor and do the best for you I can. Of course, I shall expect the hearty support, not only of my committee, but of every member of the National Wholesale Druggists Association. (Applause.) I must have it, and if I thought I would not have it I would certainly feel unwilling to take the responsibilities of this chairmanship. The rebate system has served this association well. It has served the wholesale druggists of this country well, and in its earlier days it served the retail druggists well; and I hope that in some way it may be brought back to a condition of fullest usefulness. I am sure that the committee will always be glad to co-operate with the retail druggists of the country in any plan, any reasonable and practical scheme, to better their condition. I know that they need it; I know something of their trials and tribulations. I was once a retail druggist myself, but in better days than the present; and I feel that something may be accomplished to bring about better conditions. I certainly shall do my part, and I know that the committee will do theirs. In conclusion, I will say that, after I have served this year in this important position to which you have elected me, I shall hope to receive the glad words, "Well done, good and faithful servant." (Great applause.)

The President—The convention is now open for any new business.

Mr. Weller then read the report of the Board of Control on the report of the Committee on Paints, Oils and Glass, which, on motion, was adopted. The report was as follows:

The report of the chairman of the Committee on Paints, Oils and Glass is very interesting in that it goes into details and gives us a great deal of valuable information. In some sections of the country the articles covered by this report enter largely into the business of the wholesale druggist. We are, therefore, of the opinion that it should receive more careful consideration in the future than it has in the past. Of course, we do not overlook the fact that in selling this class of goods we come in contact with other dealers who are exclusively engaged in this branch of business, and the Committee on Paints, Oils and Glass should be in close touch with the committee appointed by the National Paint, Oil and Varnish Association. We believe that an interchange of opinion between these committees would result in good to the members of our association who are handling this class of goods.

We submit the report as presented and move its adoption.

The next report was that of the Committee on Transportation, which, on motion, was likewise adopted, and was as follows:

The thanks of this association are due to Mr. Thomas Lord, of Chicago, for the very able and exhaustive report of the Committee on Transportation. He has gone into the subject in detail, and, from the tenor of his report, he would seem to recommend that this association should endeavor to use its influence to have the Interstate Commerce Commission regulate this matter by promulgating a uniform classification, and also a bill permitting this

commission to make maximum rates for all interstate commerce.

While we would indorse these suggestions as being beneficial to the trade generally throughout the country, we are of the opinion that this is not exactly what is needed by the wholesale drug trade. The great trouble is that the average railroad man, and, in fact, the members of the Interstate Commerce Commission, are not thoroughly familiar with our branch of trade, and are hardly competent to make rates governing the class of merchandise handled by wholesale druggists. We do not believe that they would knowingly do an injustice. We are, therefore, of the same opinion as expressed last year that our Committee on Transportation should take this matter up from the wholesale druggists' standpoint, visit the different rate classification meetings and endeavor to secure a proper classification on leading articles in our line, which we believe can be done simply by making the effort and calling the attention of the traffic managers and rate makers to the discrepancies which exist in the classification of drugs.

We move the adoption of the report as presented by Mr. Lord, and offer the foregoing suggestions for your consideration.

The President—Now, gentlemen, I believe we have accomplished all our routine business, and I desire to say that this is the end of the fifth session of the N. W. D. A. There will be only one more business session, which is at 10 o'clock to-morrow morning. I only mention this so that members may be governed accordingly with regard to any matters they desire to bring up.

Mr. Gilman—Mr. Chairman, I would like to offer a resolution that the secretary of this association be requested to write to the secretaries of the different local

associations in the United States and ask them to make a report of their proceedings for the year, to be read at our next meeting. These local associations are accomplishing a great deal of good in different localities, and it seems to me that if we could have reports from the different sections of the country as to what was being done there it would be a great benefit to this association, and certainly also to the local associations, as the members would go back home knowing what was being accomplished in the various sections of the country.

Mr. Myers—I see some objections to the local associations reporting at an annual meeting like this, because these local exchanges have a great many confidential arrangements which they would not care to make known at a meeting, but which they would gladly communicate to any brother druggist in New England or anywhere else. I would therefore recommend that our New England friends, or our friends from any other section, write to these different local exchanges themselves; if they should write to the Lake Erie Drug Exchange we will be glad to give them all the pointers we have and tell them all we know, and assist them in every way we can. If we have any brilliant ideas in the Lake Erie Drug Exchange, or the O., K. & I. Drug Exchange, we will be glad to communicate them to our brother druggists throughout the country when we are applied to. I therefore make that recommendation.

Mr. Weller—I feel like seconding the request made by Mr. Gilman. I know that very frequently matters of considerable importance to the drug trade in general come up before these local associations. It is not necessary that these local associations should tell us all their secrets and give away all they do, but I take it that Mr. Gilman only wants a general report of what has been

accomplished along certain lines during the year—in other words, simply what will be "for the good of the order"; and I see no objection to it—in fact, I think it would be a good thing to receive a report couched in general terms from the secretary of each one of these local associations, giving us the result of their experience in handling the different questions that come up from time to time in their section. I think they can be read with interest here, and be appreciated by the members of our association, and at the same time these local associations need not be giving away any of their local secrets.

The motion of Mr. Gilman was then put and carried.

Mr. Dalley—Mr. President: It may not be known to all members of our association that there will be at an early date hearings by the Joint Select Alcohol Committee of Congress, which are to be held in Chicago the latter part of this month or perhaps the first part of November. I was under the impression that the question of alcohol would come up for discussion at one of our meetings, and it was then my intention to make this announcement. I merely want to say that I have lately been in Chicago at the request of the committee, and have made some arrangements there for, I hope, successful hearings on the alcohol matter. I now want to add this: That, while it is my intention on behalf of that committee to have some correspondence with a few of the Western members who would not, perhaps, find it convenient to attend and give testimony before a meeting in New York, it would be convenient for them to go to Chicago, and if any of the gentlemen present, or members of the association, should desire to take action in regard to the getting together of any of their trade, and of the allied trades—in fact, all the trades in the Western cities that are contiguous to Chicago—will give me their names before the

close of the sessions, I will be very glad to give them special information in regard to the matter, and also give them information in regard to the dates when the hearings may be held, and also furnish them with such information as will put them in immediate contact with the committee.

On motion the convention here adjourned until 10 o'clock to-morrow (Thursday) morning, Oct. 14, 1897.

SIXTH SESSION.

Thursday Morning, Oct. 14, 1897.

The president called the convention to order at 10:30 a. m.

The minutes of the previous session were then read and approved.

The president stated that there was present a delegate from the Michigan Pharmaceutical Association, who had some remarks to make that would, no doubt, be of interest to the association, and he would be glad if Mr. James E. Davis would introduce the gentleman.

Mr. Davis—Mr. President and Gentlemen: The Michigan State Pharmaceutical Association has sent here Mr. Sourwine, of Escanaba, and Mr. Anderson, of Detroit, both of them retail druggists. Mr. Sourwine, I understand, has a plan to submit to the Wholesale Druggists Association that is of considerable interest. I have not myself seen or read it, but I have heard something about it, and I think it deserves your kind consideration; and if it is the pleasure of the association, I would like these

gentlemen to have the privilege of the floor for a few minutes.

The President—The association will be glad to hear from Mr. Sourwine.

Mr. Sourwine—Mr. President and Gentlemen: I am very thankful to you for this opportunity of appearing before you, and I do not desire to encroach upon your time to any extent, as I understand the association is about to adjourn; but I have formulated a plan to prevent price-cutting in the retail drug trade, which I am sure contains effective features that no other plan has, and, inasmuch as some of the members of your association are proprietors also, I wish to call their attention to the fact that the plan I have outlined gives to the manufacturer, or the proprietor, of the article a just return for the money expended in the advertising of it. With your permission I will read the plan. I have printed copies of it here, and will be glad to have you gentlemen obtain copies of it. All the details are not in this printed sheet, but they, of course, can be arranged afterward. The style of it is the "Manufacturers' National Guaranty Label," and is as follows:

Following is the plan offered by Mr. Sourwine:

The National Wholesale Druggists and Proprietors' Association will establish a "national guaranty label" of some original and distinct design, and have the same registered in the United States and Canada. Make all legitimate druggists who desire it members of the Guaranty Association, who shall have taken the prescribed oath to sell goods at established prices, in the application for membership hereinafter named. No person shall become a member of the Guaranty Association who is not a regular registered pharmacist, except in states which have no pharmacy laws, in which case all persons having an established retail drug trade, except department stores, must, besides taking the prescribed oath, have the endorsement of one or more wholesale druggists who are members of this association. In cases of two or more persons

constituting a firm, each individual of said firm must sign application under oath, and labels will be issued under firm name and number. The National Association shall issue all membership certificates and guaranty labels, and the same shall not be transferable. Membership certificates shall be made in duplicate, one for the retailer or wholesaler, and the other to be placed on file in the offices of the National Association or in main office of the State Association acting under the authority of the National Association. Each membership certificate shall be numbered consecutively as the applications are received by the National Association, said certificate and labels issued thereon to be of the same number and recorded under the same firm name and number. All applications for membership must be accompanied by money sufficient to cover expense of printing labels, etc., as hereinafter named by the National Association. The said association shall also establish a uniform rate for labels, not to exceed the actual cost of printing or engraving and maintaining officers in charge. No retail dealer shall be allowed to use guaranty label until bottle or package is sold, when each and every bottle or package sold shall be labeled with the label containing the retail dealer's name and number thereon. Wholesale druggists will be required to become members, first using same blank and oath as retailers, and manufacturers will sell to no firm not a member of this association. Manufacturers will also have a private number for each wholesale firm, and will stamp or print said private number on each and every bottle or package sold to wholesale members of this association, which will preclude the use of guaranty labels by wholesalers.

The form of application for membership shall contain the following specifications:

1. To sell only at the established wholesale price.
2. To sell only at the established retail price.
3. To sell at wholesale to no one who is not a member of this association.
4. To sell to no department stores or any person or firm known to be a cutter.
5. To not allow any clerk or member of the firm or any person connected or disconnected with the firm to sell or trade otherwise than as stated above, or sell, trade, or give away guaranty labels, under any conditions whatever, nor to allow the firm name to be used for the same purpose.

6. To report any violations of the above to the National or State Associations.

7. To give no rebate.

8. To place a national guaranty label on each and every bottle or package, represented in the National Manufacturers' Association, when said bottle or package is sold.

9. To forfeit and return all labels, membership certificates and papers belonging to said National Guaranty Association for any and all violations of this plan.

In connection with the plan Mr. Sourwine also read a paper explanatory of the provisions, in the course of which he said:

To attempt to organize the manufacturers, wholesalers and retailers into one body, and then agreeing upon a line of action for mutual protection, is a task greater than the capabilities of our best organizers, but the adoption of the national guaranty label by the National Association makes it compulsory on the rest to follow.

First—It guarantees to the manufacturer that he will receive the benefit of his advertising, and that his goods are sold when called for. If the goods are meritorious they are handled through the proper channels, and the supply is always equal to the demand. No one can place a similar article on the market and pass it off as genuine, as his goods are protected from the time they leave his hands until they are in those of the consumer.

Second—The retailer is assured that his stock is not to be depreciated by some irresponsible person across the way, who seeks to gain trade by making leaders of his staple articles. Nor will the druggist who is inclined to do so be able to cut prices and remain in business long, as in nearly every town and village he has competitors who can defend their own interests by enforcing the provisions of the guaranty label.

It also enables him to assist in advertising the merits of goods sold under a positive guarantee that they are genuine, that they are fresh and worthy of confidence. It will be still further to his interest to let the public know that he and the manufacturer are doing business hand in hand.

Third—The public will soon learn to purchase medicines of responsible dealers who are doing good business on a plan that

checks against fraud and deception. In a very short time the guaranty label will be more familiar to the public than the best advertised preparation, and each purchaser, to guard against frauds or possible mistakes, will require that the label be placed upon every article he buys in the drug line. He will also soon learn that where the national guaranty label is displayed and used, there an honest business is conducted, that deception is not practiced and substitution is prohibited.

That is the plan in as concise a form as I can make it. You will notice that I have inserted a provision that the application for membership shall be sworn to. Now that may look serious to business men, but you know, as well as I know, that honor does not go very far in these days when men are striving and competing with each other. Now the Michigan Pharmaceutical Association indorsed this plan, not merely in the hope or belief that it was the plan, but that it was a plan, and the great desire of the retail druggists of the United States to-day is to make a start. From the able report of the chairman of your committee, who had the matter in charge, we infer that whenever we present anything in the proper light, you would be glad to help us out. We believe all that; but you will understand that it is utterly impossible for any one organization to send a man all over this country and organize the retail druggists into an association which will accomplish what we desire. This plan makes an organization without any further trouble, and without requiring an organizer to go out and do it. For this reason, we appear here before your sessions, to learn what you will do to aid us. We must make some report to our State Board. When we were appointed as delegates to this meeting, the resolution was put in about these words: "There must be some relief obtained; if the matter is not taken up earnestly, and with the view of carrying out, if not this plan, some other plan, we shall begin the mutual manufacture of preparations of our own. I will call the attention of the chairman of your committee to the fact that in speaking of their advertising matter, in connection with the advertising bureau with which they deal, they did not know whether it was the hard times of the last few years that had curtailed profits and reduced business, or whether it was substitution. I tell you, gentlemen, that unless this cutting business is stopped, the manufacturers will find out in the course of the next three years what is reducing their profits and curtailing their trade, because the retailers have no other course

left than to begin manufacturing and advertising their own preparations; and we would be more than pleased if this association would refer this matter to its committee, and let this plan be carefully studied. If there is no virtue in this plan, then lay it aside; but let it be carefully considered by your committee, and let them confer with the Proprietary Committee, and see if something cannot be brought about to improve the condition of affairs. This plan can be started within ninety days. Gentlemen, I thank you for your attention.

Mr. Kline—It seems to me that the presenting of this plan does give me an opportunity to say something which I wanted to say at some time during the progress of the meetings with reference to the difference between this work as it has been started and carried on in England and the work as it has heretofore been conducted by our friends in the retail trade in this country. I referred to it in my report very briefly. The trouble here, to my mind, has been that our friends, the retailers, have not recognized, and I do not think even to-day recognize, the fact that however much the manufacturer may wish to regulate his prices, he is unable to do so unless he has the co-operation of the united retailers—not of two or three here and there, but of a sufficiently large number to insure success. I presume our English friends studied the matter carefully before they started out, and so, as indicated in my report, they started just the other way about. Mr. Jones told me that they did not ask the jobbers as to whether they approved of this, or would have it. They did not ask the manufacturers whether they would do it, because they knew they would have to do it; but they started right among their own people and got together a sufficiently large number in certain localities, confining it even in that small country to a small proportion of it. (I mean small in a geographical area—not in anything else.) These retailers very carefully formulated this plan.

They recognized certain things that showed me, however far advanced we may be in other things, our English friends are far in advance of us in this particular matter. For example, they recognized the fact that from the retailers must come some demand that they be protected. They recognized in the next place that the matter of cut prices had become so fixed that it was useless to establish full marked prices. So, in presenting to the proprietors the plan they finally united on, it was arranged upon a basis something like this, Mr. Jones told me: Some preparation is marked to retail we will say at 15s., that is the list price; they put a limit to that under their plan of say 13s. 6d., so as to cut about in half the profit which they originally made. They told me that on leading articles they made sometimes as little as two and one-half per cent profit, which is the case in this country on leading articles in very many stores. When they could raise that to 10 per cent, he thought they were accomplishing a great deal, and they started out to do only about that on leading, quick-selling articles. Now the plan which has just been read in your hearing, and which was previously presented to me just before I came into this meeting, I am glad to say recognizes to some extent some of these principles which our English friends recognized at the outstart, namely, for one, that of co-operation—that is, they did not go to the manufacturer and ask him to do something for them without pledging themselves in return to do something for him. I do not propose to go into the merits of this plan at all. I simply take this opportunity of bringing out a few of the details with reference to the English plan, and then say in conclusion what I said to Mr. Sourwine and Mr. Anderson this morning before I came into this meeting, that what all these plans have lacked ever since any of them were presented is the

indorsement or backing of a sufficient number of retailers from the localities from which they come to command recognition. So I say to them now, if you could get a majority of the retailers from the state of Michigan, for example—let that be your first work—or if there are several states in which the retailers recognize that something must be done, and you can get the indorsement of the retailers of those states, a beginning would be made, which, if it spread throughout the United States, would be bound to receive recognition. I only want to say again what I said yesterday in the proprietors' meeting, that it is not true now, and never has been true, that the manufacturers are unwilling to recognize the claims of the distributors in the retail trade. I don't care how selfish they may be, those who are the successful ones are long-headed business men, and they knew in 1882, as they know to-day, that this cut-rate problem meant a very considerable loss to their business unless something could be done by which the laborer could be paid for his hire; but the difficulty has been—I say this without fear of successful contradiction, based upon an experience gained by studying this question a good many years—that whatever has been proposed, whether by the retailers, the wholesalers or the proprietors, has received the co-operation of only a very small proportion of the people in whose interest it has been sought to establish the reform. Now, that has got to be changed somehow. Possibly this wave of cutting, which is now extending from the East to the West, will bring into active work on this question the men of the West, who, it does seem to me, when they take hold of a matter of this kind do so with more energy than our people in the East; but it has got to come in the form of a united or almost unanimous proposition, and when it comes we will all bow to it,

wholesalers and proprietors alike. There is no question about that. I wanted to say this much, because I wanted to have spread upon our records, not only briefly, as it was in my report, and briefly, as it was in the resolutions adopted in connection with the report, some reference to the manner it was handled in England, and a repetition of the statement that this organization, with the influence which it deservedly commands, is standing in the attitude of waiting, but also in the attitude of being perfectly willing to lend its assistance to anything of a practical nature that can be brought forth for the alleviation of the condition of affairs which exists at the present time in the ranks of the retail druggist. (Applause.)

The President—Gentlemen, if you will pardon me for making a few remarks from the chair, I want to say that I had a conversation with Mr. Sourwine and Mr. Anderson on this subject, and I felt warranted in saying to them that it was the desire of this association not only to co-operate whenever the opportunity was offered in the consummation of a plan that would prevent this evil, but that this association stood ready to lend its assistance even by the trial of doubtful plans, if necessary, if they could be backed up by a sufficient amount of confidence on the part of those who originated them, and with a sufficient number of retailers behind them. Now, this plan has in it a great many features that commend it. There are some difficulties which I foresaw and to which I alluded in my conversation with Mr. Sourwine yesterday. You must remember that there is a very large clientage of the wholesale druggists who are not pharmacists, to whom we have to sell these goods, throughout the country. We cannot undertake, in justice, to do anything that would put a hindrance in the way of a small country store keeping these goods, for, in my experience, in this portion of

the country about the best customer the manufacturer has for his goods is off in the regions remote from practicing physicians; so that in whatever we do we must remember that class of trade which we are obliged to serve, and I made this suggestion to Mr. Sourwine. However, it seems to me that when the accredited delegates of a great state pharmaceutical association, such as that of the state of Michigan, come to us and present us a well-digested plan that has been approved by their association, it not only behooves us, but it will be our pleasure, to refer that plan to our Proprietary Committee, with instructions to thoroughly investigate it and report their conclusions to our next meeting.

Mr. Noyes—Mr. President: I heartily agree with you, and I make that motion, that the plan presented to us by the gentlemen from Michigan be referred to our Proprietary Committee to investigate and report at our next meeting.

Mr. Kelly—Mr. Chairman: I do not wish to prolong the discussion on this subject; it has been gone over so frequently ever since the formation of our association that I suppose we all understand the desirability of some plan which will benefit our friends, the retailers, and that we also appreciate the difficulties which surround the inauguration of any such plan. From the time this cut-rate problem was first brought up in our meetings in the city of Indianapolis in 1876 up to the present time, our association has labored most assiduously in endeavoring to assist our friends, the retailers, in a number of plans, and has always given them the assurance that we would do whatever was possible for them. It is hardly worth while for us to repeat that our interests are mutual, but, having had the honor of occupying the position of chairman of the Proprietary Committee for several years, I

know something, with my friend, Mr. Kline, of the difficulties attending any plan, owing to the want of unity on the part of the retail trade. They are a very large body of men, and are increasing rapidly in numbers, and I am glad to say, Mr. President, that they are increasing in knowledge of their business and profession, and we are proud of them; we are proud of them as a growing influence, as an aid to the physician in his efforts to prolong life. But some of us here (I see some present who were in the conflict) remember the struggles we had under the Campion plan. That plan was carefully considered and digested, and I venture to say there has been no plan spoken of since which has had more intrinsic merit, and we labored hard for the retailer under that plan to re-establish prices. I don't think any committee ever labored harder than we did for a year or two on this matter. Many of us did such deep thinking over it that we lost our hair, as you will see was the case with our friend Mr. Kline. (Laughter.) I lost some myself in that struggle. We found there was a lack of unity in the retail trade in the operation of any plan; that they have in their number men who are opposed to any plan to support prices, and who say, "We want a free range, and we don't propose that wholesalers or proprietors shall dictate to us at what price we shall sell these goods." Now, I thoroughly believe that the retail trade has had to go through the ordeal which they have been passing through in order to arrive at some understanding, some unity of purpose in the cut-price problem, and I believe they are better prepared now than they were then to carry it out, if we can only hit upon something which will aid or assist them; but we must not lose sight of the difficulties of the situation. The department store is an evolution in business, and it has come to stay. We never

will get rid of it because it is one of those institutions which is obliged to grow in large cities, and the difficulty has been to keep these department stores from selling these goods. No one knows better than the chairman of your committee how difficult it has been to keep proprietary articles out of these stores, and that is where the trouble has been. Now, I believe it is understood that this association is willing to take hold of any plan that is suggested that has any signs of practicability about it; and I want to say, as one having had some experience with this cut-rate problem as a member of the Proprietary Committee, we have always found that the Proprietors' Association was willing to aid and assist in this matter so far as it could.

Mr. Anderson—I want to make a few remarks. Mr. Sourwine and myself, in coming from the Michigan State Association, do not present this plan as a complete one, but simply as the nucleus of one. Now, if you will be kind enough to refer it to your committee, then we can put ourselves in correspondence with that committee and, from the knowledge they have, and the information given them, I think a satisfactory plan can be produced. It does seem strange to me that, with the united intelligence of the wholesale druggists and the retail druggists, nothing can be produced by which we can in a measure restore prices. Now, the retailer, I will admit, has brought a good deal of this burden on his own shoulders, but they are willing to accept a scheme which will have the effect of doing away with the trouble, if it can be presented. They are not likely, however, to accept any plan that may come from retailers themselves, as they have not the confidence in each other that they should have; they would rather look to the wholesaler for a solution of the problem. This plan we propose is not an

expensive plan; it gives the proprietor an assurance that his products will be sold when called for, and on that basis he gets a return for his advertising, and he should be a most willing supporter of this plan, if there is anything in his statement that the evil of substitution grows apace—and it certainly does grow. I go among the retail trade, being very friendly with them, and they talk to me on a different basis from what they generally do to traveling men, and the one word of salvation with them is substitution. They cry it right and left all the time. Now, I believe this will all be done away with as soon as the retail druggists are assured a reasonable profit on patent medicines, and then the producer of the patent medicines will be safe again. But the worm has got down to its last turning; he has got to live—he is going to live some way; you can't kill him off; he is going to subsist, and do all this sort of business to make his living. Now, it remains with you to put out a helping hand to them, and place them where they can make a living; and the point I want to make is simply this: Let the wholesale trade, in a measure, father this matter and obtain the confidence of the retail dealer, for certainly the retail dealer has lots of respect for the wholesaler. (Applause.)

The motion of Mr. Noyes to refer the plan submitted to the Proprietary Committee was then put by the chair and carried.

Mr. Noyes—I desire to offer a resolution which I know it will be the pleasure of all to heartily concur in, and I had been waiting for an opportunity to present it when the attendance was larger, but I think it is important that we should take immediate action on it, and with your leave I will read it:

"The retirement of Mr. M. N. Kline from the chairmanship of our most important committee, after ten years of faithful and competent service, merits more than a passing notice. Our association expects of every member that he will do his duty. Mr. Kline has more than fulfilled our expectation, rendering not only valuable but distinguished service to our association, always maintaining consistently and with dignity its rights and those without its membership, and its just expectation from those within it. Himself loyal 'to the core,' he has had a righteous impatience with anything which even looked like disloyalty, and in this, as well as in the admirable conduct of his committee work, he has furnished an example of what an honest, earnest and competent member of our association can do to maintain its standard and promote its interests. Fortunately for our association, we have not, in relieving him from chairmanship duties, parted from Mr. Kline. As chairman of the sub-committee, charged with special and important duties, we are assured of his continued service for our association in a position for which he has shown eminent fitness. We, however, desire at this time to express, and to put on record, our appreciation of work well done, and thanks fairly won in our service."

This resolution was unanimously adopted by a rising vote.

Mr. Pettet moved a suspension of the rules that he might propose for membership the Paris Medicine Company, whose application was received yesterday, but the twenty-four hours required for posting would not elapse until after the adjournment of the association. This motion being adopted, Mr. Pettet then presented the name of the Paris Medicine Company, and, on motion, the secretary was instructed to cast the ballot of the convention for the election of said company as members of the association, which was accordingly done.

Mr. President—The next business is the election of officers. The secretary informs me that it is customary to adopt the report of the committee as a whole.

Mr. Peter—I move that it be adopted.

The motion being unanimously carried, the chair announced that the following were the officers elected for the ensuing year:

President—Charles F. Weller of Omaha.
First Vice-President—Thomas C. Peek of Macon.
Second Vice-President—James McCord of La Crosse.
Third Vice-President—A. W. Claflin of Providence.
Fourth Vice-President—Charles A. Jerman of Milwaukee.
Fifth Vice-President—George A. Kelly, Jr., of Pittsburgh.
Secretary—A. B. Merriam of Minneapolis.
Treasurer—E. L. Strong of Cleveland.
Board of Control—W. J. Walker of Albany, J. R. Owen of Chicago, I. A. Solomons of Savannah, W. J. Walding of Toledo, C. F. Shoemaker of Philadelphia.

Mr. Pettet—Since I was last on my feet I have received the application of T. A. Slocum & Co., of New York, for associate membership in this association. I move the suspension of the rules.

Motion seconded and adopted.

Mr. Pettet then submitted the name of T. A. Slocum & Co., of New York, for associate membership, and on motion the secretary was instructed to cast the ballot of the convention for the election of said firm, which was accordingly done.

Mr. Osgood, chairman of the Committee on Time and Place of Next Meeting, submitted the following report:

"Your committee, apointed to name the time and place of meeting of the association in 1898, respectfully recommend the city of St. Louis as the place, and October as the time.

(Signed) "HUGH H. OSGOOD, Chairman,
"CHARLES H. PETTET,
"JAMES McCORD,
"G. S. SICHELSTINE, JR.,
"H. H. ELIEL."

Mr. Lord—Before that report is acted upon I would like to suggest in the place of St. Louis the city of Chi-

cago. It may, perhaps, seem a little violent to make the substitution under such circumstances as are before us, but I think that if we were to hold the next convention in Chicago it would result in benefit to the association, and, further than that, it really, as to time, belongs to Chicago, as the association has met in almost every other city since it met there, and I would like very much to have the claims of Chicago considered. I confess that our claims are quite modest, as I believe I represent the only wholesale drug house of my city present at this convention, but there are several collateral houses connected with the drug business that are present, and we all feel that we would like to have the association meet next year in Chicago. We tried to secure the convention some few years ago, but our petition was overruled. It was during the World's Fair year, and we thought we would have something to attract our friends, but they came to the conclusion that the Fair would present so many attractions that it would be almost impossible to get the convention together for the transaction of business; and our invitation was therefore not accepted. But the association has met in St. Louis twice since it met in Chicago. It has met in New York, Philadelphia, Cincinnati, Cleveland, Milwaukee, Detroit, St. Paul and Minneapolis—twice in Detroit—since it met in Chicago. More than that, I think it is in the minds of many of our friends that there are conditions existing which make this an opportune time for the convention to be held in Chicago, as it will ultimately result in strengthening our association and doing harmonious work in Chicago itself. I am not authorized to promise for the rest of the trade a generous and hearty welcome, but I am quite sure that if you come you will receive one. I believe that you will be well entertained and cared for, if it is thought

best to change the recommendation of the committee, and I am satisfied, from the personal opinions and feelings of the members of the committee, that they have no special hostility toward our city. I think their verdict was arrived at because we were not properly understood. I know you will be heartily received if you come, and, as I have received the courteous attentions of all these different cities where we have met, with but very few exceptions, I do want to see the association meet in Chicago once more. (Applause.)

Mr. Noyes—I desire to speak a word for our poor neighbor from the lake. I supposed that when we made up our minds to have Weller for our president that he was going to invite us to Omaha next year. It was the most natural expectation on our part that he would do so, but here he comes and says his spare room is taken for that time (laughter), and he cannot accommodate us, but turns us over to St. Louis or Chicago. We are going to Omaha sooner or later, friend Weller, so you may as well make up your mind to it and begin preparations. Now, in regard to Chicago, Mr. Lord speaks with his usual modesty (not like the modesty of the Chicago man). There is a peculiar state of affairs existing there which, coming into competition as we do, we would like to see ameliorated, if not entirely corrected, and for the reason that we want to go into the Northwest again I am very much inclined to think that our choice ought to be Chicago rather than St. Louis. Indeed, I hoped and expected that the committee would choose Chicago.

Mr. Osgood—Being chairman of that committee I labored for several days to get an invitation from Chicago. Our preference was to go there. In a conference with Mr. Lord he said he was not authorized by the trade

of his city to extend an invitation, although he would like to have us there. Then I had a difficulty in getting my committee together, but finally succeeded in doing so at 8 o'clock last night. There was a pressing invitation from St. Louis, and we decided to recommend that city, in the absence of any invitation from Chicago. After our papers were made up, signed, sealed and delivered, we were waited upon by a delegation from Chicago, but at that time we decided to let our report stand as it was.

The President—They are generally a little slow out there. (Laughter.)

Mr. Osgood—Yes, I think they came at about the twelfth hour, and the question was whether we should let down the bars for them to enter, but we decided that, as the baby was born already (laughter), it would be best not to do anything until it was brought up in the meeting to-day. Mr. Eliel is here, and I would like you to hear from him, as he was on our committee.

Mr. Eliel—There has been so much said on this subject that I believe very little more can be said. Mr. Osgood has presented the matter to you in about the same light as it struck me. In conversation with Mr. Lord he said for himself that he would be very willing to have us come to Chicago, but he had no instructions from the other jobbers there, and was not in position to extend an invitation to us; and, as we had received a very cordial invitation from St. Louis, we took the action that we did. Not until after we had come to a conclusion did the delegation from Chicago make its appearance. So we let our report stand as it was.

Mr. Littell—It seems to me that wherever we go we should first find out whether we are wanted or not; so as not to be in the position of the Irishman who received a message from home that his wife had presented him

with triplets. He came home as fast as he could and started upstairs to his lodgings on the sixth floor of a tenement. At the second landing he met Mrs. Casey "Ah!" says she, "phwat a lucky mon ye are, to be sure, Moike." On the next floor he met Mrs. Flannagan, who greeted him in the same way, and so on up to the sixth floor, where he was met by Mrs. McCarthy, who was doing the honors in the absence of a nurse. Said she: "Moike, sure you are the luckiest mon alive this day, for hasn't the blessed Lord made you a present of three beautiful babbies. Why, you wouldn't take a thousand dollars apiece for them, would you?" "No," says Mike, "I wouldn't; naythcr would I give tin cints for another." (Laughter.)

Mr. Daugherty—Mr. Chairman: We have all been impressed with the warmth of the reception we have received in this city; it is characteristic of its location. I once went to Chicago and was treated elegantly so long as my money held out. There is something in the atmosphere here that says: "Go down to St. Louis; we will take care of you." I won't say that if I thought for one moment it would be best for this association to go to Chicago I would oppose it. I am not opposed to Chicago, but I ask this convention to come down to St. Louis because I know you will receive a hearty welcome and have a royal time. Now, come down to St. Louis and let us get down to business and make a record that will always stand as a monument to good social and influential business integrity and enlightenment. (Applause.)

Mr. Barrett—I hope this convention will take into serious consideration the invitation extended by Mr. Lord, of Chicago. As I remember, since it has been a national association the wholesale druggists have never

met in that city. As a Western association it met there. As a national association its first meeting was in New York. We have since been in St. Louis and other cities, but not in Chicago, and I hope the association will accept the invitation of Mr. Lord and come to Chicago, and I do not believe that city will go back on the reputation it has had for generous hospitality when the National Wholesale Drug Association goes there.

Mr. Powers—I think it would be a dangerous thing to violate a precedent which has been established for so many years. We have invariably selected a place different from the one recommended by the committee. (Laughter.) Therefore I rise to move that the convention go to Chicago. I wish to visit Brother Lord once more in the flesh, and I am sure he is amply able to take care of this convention in the great city of Chicago.

Mr. Sweeney—It seems to me there is a slight question of good faith in adopting the report of the committee. The gentleman who worded the report left the city last night with the impression that the committee had selected St. Louis. While I would like to go to Chicago, and while I will testify that Mr. Lord is in all respects as unlike the average Chicago man as he was in the promptness with which he presented his invitation (laughter), yet I think if the precedent has been established of going contrary to the recommendations of the committee we should reverse the order of things now, and accept the report from the tail end of the committee and put it through and go to St. Louis.

Mr. Faxon—I certainly will not yield to any man on this floor in appreciating the welcoming hand extended by the drug trade of Chicago, and I am glad that Chicago has at last spoken. The drug trade of Chicago we know is composed of a noble set of men, but their meth-

ods we consider sometimes a little peculiar. Individually they are a fine lot of men, but collectively we do not, perhaps, sometimes understand them. I know we would have a good time in Chicago; it is a large and beautiful city. Its means for entertaining are unlimited. I am only sorry that Chicago has not in years past shown more interst in this association, as I think it would have been better for the local drug trade as well as the trade at large. Of course, these remarks do not apply to Mr. Lord, as his house has always been represented at our conventions, and he has worked valiantly for the upbuilding of this association; but, as I understand it, this invitation to go to St. Louis was presented early in the day, and presented by members representing different interests there. The committee felt as though they would like to go to Chicago, and they held the matter open. They waited and listened for Chicago to knock at the door and invite them to Chicago, but failing to receive such an invitation, they reported unanimously, as I understand it, for St. Louis, and St. Louis is certainly a great city to meet in. The feeling between the two cities —I will not say it is strained at all—but they are both magnificent cities, both marching forward to the mighty future, and both claiming to be the greatest city on the earth. (Laughter.) If the committee had reported in favor of Chicago I would have been very glad indeed. Personally I would rather go to Chicago; one reason is, that it is a little further from my home (laughter), but under the circumstances, this report having been made unanimously, I do believe it would be unwise to amend the report. I believe we should accept this invitation to go to St. Louis, and accept with a full-hearted spirit.

Mr. McKesson—To give a little variety to the discus-

sion, I will say that I have been spoken to by a number of members who are in favor of meeting in San Francisco. So far as Chicago is concerned, I will say that I do not doubt we would receive a hearty welcome if we made up our minds to go there, but we have experienced so much of the cordial welcome that the South has extended to us in our visit to this city that I believe if we went to St. Louis, that city being a little nearer the line, I am sure we would receive from our associates there something like a similar reception. I will say that, so far as my preference is concerned, I uphold the report of the committee, but if there is anyone who desires to select San Francisco I would like to have an excuse for going out there.

Mr. Doliber—I second Mr. McKesson's motion.

Mr. Lord—I begin to feel that I owe a great apology to the convention. I lament and deplore that my tongue is not silvery or hung right to express the honest conviction of the heart. I felt modest, as Chicago is well known to be by many of our friends here, but whenever I had an opportunity I quietly expressed in my humble way a desire that the convention might decide to select Chicago. I honestly stated that I was not authorized by the balance of the trade to extend an invitation, because I was not, and I did not feel competent to assume to represent men who had not authorized me to represent them; but I am satisfied that once having taken care of the association when it met there some score of years ago, it can do so now. I would like to be understood as having all along expressed a desire and extended an invitation for the association to meet at Chicago, and that I repeat. If I have not been understood, that is my misfortune. I believe that if the association does hold its next convention there it will be the means of introducing

elements of harmony that will be effective, and it can only be rendered so by strengthening and benefiting the association generally. St. Louis is all right; it is a beautiful city; I have partaken of the hospitalities of that city, and know what they mean, and I hope that we have been so impressed with the spirit of the entertainment that has been extended us here that we will better understand how to take care of you when you come to Chicago.

Mr. Barrett—I desire to indorse fully every word that Mr. Lord has said. It was only last night that four of us, understanding the difficulty that Mr. Lord was laboring under, got together promptly and called at the rooms of the committee, hoping to get there before they arrived at a decision. In this, however, we were unfortunate. But, apart from that, the argument that has been adduced against meeting in Chicago—that of a little lack of warmth in the reception there—is, I think, an argument in favor of going there. It is not the righteous, but sinners, that are called to repent, and it seems to me, and I believe also to the other members of the Chicago delegation, that much good might be arrived at by meeting at that point. We will give you the best that there is, and I am sure we are not talking outside of the facts of the case when we tell you that Chicago will give you a most hearty reception. We hope you will come and abide with us four or five days, and you will learn that Chicago is very much better than some of the gentlemen here seem to think. I think much good will be done by meeting in Chicago, and I put that forth as an argument.

Mr. Noyes—If Chicago appeals to us as sinners, as the gentleman has just said, the argument could not be stronger; the needs of Chicago I acknowledge. (Laughter.)

The question being called for, the chair put the amendment of Mr. McKesson, that San Francisco be chosen, and the same was defeated.

The motion of Mr. Lord to amend by substituting Chicago was then voted on, and it was also defeated.

The report of the committee, selecting St. Louis as the next place of meeting, was then unanimously adopted.

Mr. Weller—I wish to say a word about our not inviting the association to meet in Omaha next year. I will state that an invitation was sent to the secretary by the president of our Board of Trade, and also of the Commercial Club, and the only reason why it was not favored by myself was that next year we will be about in the situation Chicago was at the time of the World's Fair, when our convention would be held. Next year we have the great Trans-Mississippi Exposition going on, and the proprietors of the three leading hotels told me a few days before I started for this convention that nearly all the available space in their hotels had already been engaged for next year; and that being the case, and our new million dollar hotel not being completed, I thought it best not to bring this matter before the convention. I have received several telegrams from Omaha urging me to have the association select that city as the place for its next meeting, but, knowing how the association has been entertained in other cities, I felt that we could not do ourselves justice, and thought best to hold our invitation in abeyance until 1900, when our new hotel will have been completed.

Now, I wish to say a word on behalf of the new chairman of the Board of Control. We have got a splendid chairman, and I only hope that the same courtesy will be extended him by the chairmen of the different com-

mittees as has been given to me in the past few years. In order to facilitate the work of that committee it is necessary that the chairman should have the reports of the various committees in his hands at least two weeks before the meeting of the association. You have found that during the past few years we have been able to get through the work of the Board of Control with very little friction, and have always finished it up on Wednesday evening. Very seldom have we had to carry the work over until Thursday, and this has been occasioned by the fact that the committees, with one or two exceptions, have sent us the reports in advance. I hope, therefore, that the chairmen of the various committees will bear that in mind during the coming year, and have their reports in the hands of Mr. Walker two weeks in advance of the time for holding the convention.

Mr. Gilman—It has occurred to me several times at the meetings of the association that there are certain reports which should be printed and put in the hands of the members of the association when we meet—especially the report of the Proprietary Committee. As you know, these reports are made up only after the consumption of a great deal of time and thought, and by the time they come out in the official proceedings they are regarded as old news and uninteresting, because those of us who have been present when they were brought before the convention think that we remember all that they contain and are not apt to refer to them in the printed proceedings. I merely make the suggestion—have no motion to make—that the chairman of that committee, and of any other committee that it may be thought proper, have their reports printed so that they can be put in the hands of the members for examination at their leisure when they come to the meetings. The report

of the Fire Insurance Committee so commended itself, that I am sure we would all like to have a copy of that; and I simply make this suggestion that the president use his authority in having such reports printed.

Mr. Weller—That would involve the expenditure of some funds, and it seems to me that some action on the part of our association would be necessary before the president could order the reports to be printed.

The Chair—I think by having a resolution offered to that effect it would relieve the president of some embarrassment in the matter.

Mr. McKesson—I move that the president be authorized to have printed such reports as he thinks proper, in his judgment, to have printed, before the time of holding the meeting.

Motion seconded and carried.

Mr. Weller—In accordance with certain remarks made yesterday, with reference to putting traveling agents out on picket duty, or rather as a sort of skirmish line, to look up different matters of interest to the association and report to their various firms, or to the president of the association, as may be thought best, and which matter was referred to the Board of Control, we are now ready to report on same. Now it seems to me that the commercial traveler should be of great benefit to the chairman of the Proprietary Committee by sending in reports from time to time as to the condition of things throughout their territory. We therefore offer the following resolution:

Resolved, That we heartily approve of the recommendation that a committee of traveling salesmen be formed, and advise that the Board of Control be empowered and instructed to organize such a committee to serve for such purposes, and in a manner as recommended by the president, said committee to consist of not

less than one nor more than two from each of the divisions, or local divisions of the country.

This is hardly worded as I would like to have it. I think the committee should be composed of at least a certain number of travelers from each commercial point, and I would like to have the matter of forming that committee left in the hands of the incoming administration.

The Chair—Does that resolution contemplate the appointment of the committee by the Board of Control?

Mr. Weller—No, sir, the Board of Control simply recommends the appointment of such a committee.

Mr. Kelly seconded the motion, and, being put by the chair, the same was adopted.

The report of the Committee on the President's Address was then read by Mr. Myers, and on motion the same was adopted. The report was as follows:

Your committee, to whom was referred the president's address, believe they voice the sentiments of our members when they compliment the association and its president on his masterly and matchless eloquence as displayed in his report—the sacred soil of Virginia, the home of Washington, Jefferson, Henry and many other distinguished patriots has always been noted for its gifted orators; and in President Purcell this gift is well exemplified; his beautiful peroration will always be remembered as one of masterly effort, and always referred to with pride by one and all, as fitting a worthy son of beloved old Virginia. In his remarks relative to business, and the attacks in the courts upon members of this association, he speaks with no uncertain sound, his language admits of no misunderstanding; it is terse, comprehensive, and directly to the point. He may justly feel proud of his address as a model in every respect.

In giving his official support to Mr. Kline he has voiced the sentiment of every honest man, and as such he has worthily and fittingly pledged the support which will be fully given.

Discounts on proprietary goods:

Your president repeats the recommendation of his predecessor, and we again urge the wisdom of insisting upon having a legiti-

mate profit, commensurate with the expense and risk of handling that class of goods. He further agrees that the practice of proprietors in selling direct to retailers should meet not only with our condemnation, but also that of the retailers as a body. No one shall be recognized as a jobber who does not sell at least 50 per cent. of his goods at wholesale. Your president clearly sets this matter before you, and as clearly warns you regarding patented chemicals.

Rebate plan:

This list should be cut down, and only solid, honest, "tried and true" articles should be classed in this honorable category. Articles slow of sale, and those not supported by ample capital, should be dropped from the list as well as those which are sold by proprietors in violation of their own terms.

E. C. FRISBIE,
DANIEL MYERS,
FRANK A. FAXON.

On motion the convention then adjourned until 6:30 p. m.

SEVENTH SESSION.

Thursday Evening, Oct. 14, 1897.

President Purcell called the meeting to order at 6:45 p. m.

The President—Before we proceed with the ceremonies of the evening I desire to say that I hold in my hand a copy of a book which contains a brief history, colonial, revolutionary and confederate of the city of Richmond up to the present time. There are two forms of this book, and you can take whichever you desire. I am instructed by the management of the hotel to say that they will be very glad to give a copy of this book to any member of the convention who may desire to obtain one, if you will kindly ask at the office for it. I feel assured that you will find it a very

interesting book, especially as to the colonial and revolutionary history of our city.

And now, gentlemen, the hour has come when I must sever my official relations with you. I desire to thank you, one and all, for your courtesy toward me, which has made my office one of great pleasure, I can assure you. I have never in my experience, and I have held similar offices of this kind, been a member of any association in which I found such respect and regard to its presiding officer as is shown by the members of the N. W. D. A. (Applause.) When this unexpected honor was placed on my shoulders in the city of Philadelphia, I felt that I was about to assume a burden which I could not bear with that dignity which is required in so responsible a position. I have been delighted to find that the work was not only bearable, but most agreeable. The correspondence which I have had with the various members has been of the most pleasant character, and my intercourse with the officers, with the chairmen and members of the various committees has been of a kind that will forever remain in my memory as one of the brightest spots in my life, and I turn over now to my successor in office the gavel of this association (in spirit, as I have not the gavel itself), assured that you will find him one who will bear your standard with dignity and credit to himself and with honor and satisfaction to you. I therefore have the honor of introducing to you Mr. Charles F. Weller of Omaha, Neb. (Applause.)

President Weller—Gentlemen of the Association: There is certainly a great amount of inspiration in the welcome you have given me here to-night. I was reminded, however, this afternoon, two or three times, I believe, by gentlemen that, as I had come from the great State of Nebraska, the home of the young man who made such a record during his candidacy for the presidency, that I might

have imbibed some of his oratorical powers and might possibly make a longer speech than you would care to listen to this evening. (Applause.) I wish to say, however, that it is not my intention to make a long speech. I feel that I am highly honored in being called upon to serve you as your executive officer. I feel that it is an honor of which any man may well feel proud to be called to preside over as dignified a body as this, of gentlemen who are wholesale druggists in this country, men who occupy a position not only high in commercial life, but high in social life. I accept this honor tonight, and will do my utmost to make my administration a success. This can only be done with the assistance of those with whom I am associated in official position. I shall depend largely upon you gentlemen who are placed at the head of the different committees, and those with whom I am associated in the management of the affairs of this association. I beg to say to you, gentlemen, that I will give my earnest and most careful attention to the management of your affairs. I thank you most heartily for the honor you have conferred upon me. (Applause.)

There are many things to be considered in connection with the work of this association. It is a very important work; it is a work in which we are all interested. We are interested for various reasons, not only on account of the pecuniary benefit which may accrue to us as members of this association, as wholesale druggists and manufacturers, but on account of the social features of our organization. We meet here year after year, and become acquainted with each other, and we learn to know each other. We learn to believe that our neighbor is at least as good as we are. We form an opinion of him that is different from what we used to think regarding our neighbor. The members of this association look upon each other as brothers, and, although we are engaged in the same branch of business, we believe

in the policy of live and let live. We believe that the success of one will be the success of all. Now, gentlemen, I again thank you for the consideration you have shown me in electing me to this position, and I will call upon the other officers to make their bow to this audience. (Great applause.)

The President—The first vice-president of the association is Mr. Thomas C. Peek of Macon, Ga.

First Vice-President Peek—Mr. President and Gentlemen: It affords me more pleasure than I can tell you to take this position as the first vice-president of this association. I feel especially pleased with this honor, because I consider it a great compliment to our section, the South, and I deeply regret, sir, that the South is so poorly represented in numbers at this meeting as it has been at the previous meetings. I shall make it the effort of my life to induce more of our people to take an interest in this association and in its meetings, for I feel that it is a matter of the greatest consequence to the wholesale druggists, not only of the South, but of the whole country, that we should meet together yearly and get together on particulars of business that govern and rule throughout the country. I feel that this is of the utmost importance, and, while a great many of my brethren are indifferent about attending the meetings, I have felt especially anxious to come here, and have fought difficulties in order to get here. It is a fitting thing for me, gentlemen, to extend to you the welcome of this my native home. Virginia is my home and Richmond my birthplace, and in the drug business my birthplace was the house of our most worthy ex-president, Col. John B. Purcell. It was there I learned my first lessons in the business, and, therefore, I look upon it as my parent in the great business, and I have taken great pleasure in visiting the city under these circumstances. I am glad to know, as Mr.

Powers intimated in Philadelphia, that you could come to Richmond now, and would not be interfered with. I see a very large number present, and I presume none of you have been captured up to this time; but I think, unless you are very careful, some of the younger members will be captured in heart before they leave. (Applause.) Should they be, I can assure you it will be the most pleasant captivity you have ever enjoyed. I thank you, gentlemen, very much for this high compliment, which I deeply appreciate. (Applause.)

The President—Owing to the shortness of the time at our disposal, as I have been informed by the Committee of Arrangements that they will expect us to enter the banquet hall promptly at 7:30 o'clock, I will take as little time as possible in introducing the various officers. I now have the pleasure of calling upon Mr. James McCord of La Crosse, Wis., who has been elected to the office of second vice-president of this association.

Second Vice-President McCord—Mr. President and Gentlemen: I thank you for the distinguished honor you have conferred upon me to-day, and I beg to assure you that it is most heartily appreciated. Gentlemen, I thank you. (Applause.)

The President—I now have the pleasure of introducing the third vice-president, Mr. A. W. Claflin of Providence, R. I.

Third Vice-President Claflin—Mr. President and Gentlemen of the Association: I do not know that I have any speech to give to-night; but I do desire to thank you most sincerely for the honor you have conferred upon me. (Applause.)

The President—The gentleman who has been elected to the office of fourth vice-president, Mr. Charles A. Jerman of Milwaukee, Wis., is not present at this convention. This

is also true of the fifth vice-president, Mr. George A. Kelly, Jr., of Pittsburg, Pa.

George A. Kelly, Sr.—I wish to say that I think my son, George A. Kelly, Jr., is not present. (Laughter.) He was out late last night, and he is not here, so far as I know.

Mr. Carter—I move that the senior be allowed to speak for him.

Mr. Doliber—This is the junior. (Laughter.)

Mr. Kelly—Mr. President: It affords me, I assure you, the greatest gratification to know that this association recognizes the family. I have always hoped, sir, that my boys, having gone into the drug business, which I opposed at first, would follow their father in interest and loyalty to this association. I feel now that they will do this, and I hope, as I know you all do, that their lives will be spared so that they may be of use in upholding the honor and integrity of this association, and also aiding in its perpetuity. (Applause.)

The President—I now take great pleasure in introducing to you Mr. A. B. Merriam of Minneapolis, our honored and worthy secretary. (Loud applause.)

Secretary Merriam—Mr. President and Gentlemen of the Convention: I might feel somewhat embarrassed if I had not on three or four similar occasions been called upon to acknowledge my election as secretary of this organization. My memory is not very good, Mr. President, and if I have overestimated the number of times of my election you can correct me.

The President—About a quarter of a century, I believe.

Secretary Merriam—Well, Mr. President, you are a good deal older than I am, so I shall have to stand corrected. But words are inadequate, gentlemen, for me to express my appreciation and gratitude for this renewed con-

fidence by the members of this organization. If there is anything in the world that I detest it is an ungrateful man, and I do not wish to be placed in that category. I do, indeed, thank you and I hope to be able to continue in the service of this association, and that I may be able always to carry with me the pleasantest recollections of my associates. (Applause.)

The President—The next installation is that of the treasurer, Mr. E. L. Strong of Cleveland, Ohio, but, unfortunately, Mr. Strong is not present, being detained from the meeting by illness. I will now call upon Mr. W. J. Walker of Albany, N. Y., the chairman of the Board of Control.

Mr. Walker—Mr. President and Gentlemen: The honor you have conferred upon me is greatly appreciated, and for this mark of your confidence, I return my sincere thanks. An unusually difficult task has been given to me, as your previous chairman, now our honored president, has filled this office for years with conspicuous ability. All will agree in conceding that Mr. Weller has conducted the affairs of the association within the province of his committee—and shaped the work of the conventions—with an unerring judgment that has commanded our admiration. In a word, he possesses that rare treasure, "good, common sense."

In accepting this office at your hands, I must disclaim any special equipment to fill it successfully, but, recognizing that the association has the right to ask service of its members, I cheerfully comply, and promise my best endeavors. You are especially fortunate in the selection of my associates, Messrs. Owen, Solomons, Walding and Shoemaker, contributing to the work of this committee thereby, wisdom, understanding and experience. (Applause.)

The President—Mr. J. R. Owen of Chicago is the second member of the Board of Control. He is not present. I therefore take great pleasure in introducing the third member, Mr. I. A. Solomons of Savannah, Ga.

Mr. Solomons—Mr. President and Gentlemen: I had no idea, being so low down on the list of honored officers, that I would be called on to say anything at all, and, therefore, I am quite unprepared to make a speech. I thank you for my election, and I assure you that I appreciate the honor given to our section and state. With two delegates from Georgia, each one is honored with an office.

Ex-President Purcell—They always do grab everything down South.

Mr. Solomons—I beg the ex-president's pardon, but we are not from Atlanta. (Laughter.) One of our delegates is from Macon, and the other from Savannah. I was for several years considering the advisability of belonging to this association. Each year I would receive a request from the Committee on Membership requesting that I send in my application for membership. I did not feel that it was really any benefit to me. I looked into the matter thoroughly, and about three years ago I sent in my application, and since then I have taken an active interest in the association. When I make up my mind to go into a thing, or to occupy an office, I try to fulfill the obligations of the position to the best of my ability. I assure you, gentlemen, that I will do so in this case, and I thank you for the honor conferred upon me. (Applause.)

The President—Mr. W. J. Walding of Toledo, Ohio, has been elected fourth member of the Board of Control. Mr. Walding is present at the meeting, but he seems to have a disinclination to make speeches, and this is about the fourth time that Mr. Walding has disappointed us in this way. I therefore take pleasure in introducing the

fifth member of the Board of Control, Mr. C. F. Shoemaker of Philadelphia.

Mr. Shoemaker—Mr. President and Members of the N. W. D. A.: Since our arrival in this beautiful city where we have been so royally entertained, we have been informed on two or three occasions that orators and statesmen are indigenous to the sacred soil of Virginia and under these circumstances it would seem to require considerable temerity for a commonplace mortal to open his mouth on an occasion like this. I feel, perhaps, a little latitude may be allowed me, and that I may be forgiven a little pardonable pride when I consider my name heads the list of officers when it is turned upside down. I deem it but natural, however, that you should wish to group together the officers whom you elect to serve you for the ensuing year. I cannot conceive that my selection for this office was because of any pre-eminent fitness on my part, but it is well known that Philadelphians do their duty, and I shall take occasion to serve you to the best of my ability, and thank you for the honor conferred upon me. (Applause.)

The President—I wish to call your attention to—

Mr. Kline—The most important office of all has not been heard from. I have so much jealousy for that office that I hope Mr. Faxon, the chairman of the Proprietary Committee, will be allowed to make a speech.

The President—I beg your pardon, but the name not being on the list, I overlooked it. It is the most important office that we have.

Mr. Kline—He asked me to suggest that he should make a speech. (Laughter.)

The President—I now take great pleasure in calling upon Mr. Faxon to address you.

Mr. Faxon—Mr. President and Gentlemen: I feel most happy. I only hope that in six months I will feel as

happy as I do to-night. I only hope that you will all feel as happy then as you look to-night. A short time ago in Kansas City we had the horse show, and we saw the beautiful beasts trotted out and shown off, and each one that was entitled to it received a blue ribbon, and on the last day of the fair those who had won prizes were all trotted out so that all could see them together, and the N. W. D. A. takes that idea as a good one, and trots out the prize winners. (Laughter.) I only wish that I had one of those pieces of blue ribbon, for I could wear it with more ease than the honor that you have thrust upon me. But I have assumed the duties of this position, and I will do the best I can. I heard the story of an old darky once, who said if the Lord told him to go through a stone wall he would butt his head against it and do his best. Getting through would be the Lord's business. (Laughter.) And so with me; if I find that I am confronted with the stone wall which you have placed before me, I will butt my head against it, and do the best I can; getting through will be your business. (Applause.) You must take the responsibility. I will say, in conclusion, that, in going away from Richmond, the recollection which will give me the most pleasure will not be the fruition of my most ambitious hopes in receiving this office (laughter), although, considering the manner in which it was conferred, I do feel grateful, but I shall remember here the things that Mr. Powers told us we should find here when he made the eloquent speech in Philadelphia. I shall remember the beautiful women whom he said we should meet, and all good women are beautiful, and most women are good. I shall remember the eloquent speech of our president, which thrilled us through and through, and was, without question (I do not wish to draw any invidious, comparisons), the most eloquent ad-

dress ever delivered before the N. W. D. A. And I want to congratulate you upon the selection of your superior officer, Mr. Weller. I have known him for years, and known him well. He comes from the State of Nebraska, But what of that? (Applause.) Good things come our way from Nebraska.

A Voice—What's the matter with Bryan?

Mr. Faxon—Somebody told us that good Virginians, like potatoes, were underground. Good Nebraskans, like the stalwart corn, are still above ground. Gentlemen, I thank you. (Great applause.)

The President—I thought at one time, in Nebraska, we might all be underground for a short time, but we are glad to say we are now on top of the earth. (Applause.)

Mr. Daniel Myers—If I may be permitted, I have a resolution I would like to offer.

The President—We will be glad to have you do so.

Resolved, That the thanks of this association are due and are hereby gratefully tendered to the local committee and the citizens of Richmond, who have earnestly and successfully labored to provide so much for us on this occasion.

Not only have we been housed in a magnificent hotel, dispensing luxurious comforts to its guests, under the able management of Mr. Fry, but the beautiful women and courtly men of Virginia have made our stay one of unusual delight, pleasure and happiness.

We will ever cherish in grateful memory this, our first convention within the hospitable borders of the Old Dominion.

Our thanks are also tendered to the press for their intelligent reports of our meetings; to the railway companies for their willing and generous co-operation.

The resolutions were unanimously adopted.

The President—Gentlemen, here are a few telegrams from St. Louis. They feel delighted down there. They are happy that we will hold our next convention in St. Louis.

John B. Purcell, President N. W. D. A.:

The telegraph brings us the pleasant news that St. Louis has been selected by your committee for holding the next convention of the National Wholesale Druggists Association. We extend here, with our congratulations and welcome by the drug and chemical proprietors, all the kindred interests of the city.

MEYER BROTHERS DRUG CO.

President N. W. D. A.:

The compliment of your selection of St. Louis for your next place of meeting is appreciated. The Republic sends greeting, and bids you a most hearty welcome.

CHARLES W. KNAPP.
Editor and Manager St. Louis Republic.

President, N. W. D. A.:

The latch string always out. We bid you a hearty welcome to St. Louis in '98.

HOPKINS & WELLER DRUG CO.
J. S. MERRILL DRUG CO.
MEYER BROTHERS DRUG CO.
MOFFITT-WEST DRUG CO.

John B. Purcell, President N. W. D. A.:

In the name of the St. Louis Paint, Oil and Drug Club, I congratulate your association on the selection of our city for your next convention, and bid you a hearty welcome.

N. C. ROBBINS, President.

The reading of the telegrams was greeted with applause.

The President—Now, gentlemen, the principal business of the evening is finished, and we still have ten minutes at our disposal. Is there any more business you wish to bring before the meeting?

Mr. Purcell—Mr. President: I move you, sir, that when we adjourn to-night we adjourn to meet again to-morrow on the steamer Pocahontas, on the trip down the James River. It is not desirable to adjourn sine die until the festivities of this occasion are at an end.

The motion was carried.

Mr. Faxon—Mr. President, have we ten minutes more?

The President—We have five minutes.

Mr. Faxon—Mr. Kline says one good turn deserves another, and he suggests that I call on him to make a speech. (Applause and calls for "Kline.")

Mr. Kline—Mr. President and Gentlemen: This gives me a second opportunity during the meeting to get on the record. The first opportunity was due to the former president, who, in the courtesy which is characteristic of Virginians, made it possible for me to speak on the first evening. This last opportunity is not due to the present presiding officer, but to my friend, in whose behalf I have labored, and he made, in my opinion, without any notice (I take it back now, that he asked me to call upon him to make a speech) one of the best speeches of his life. (Applause.)

I want to say again that since I have laid down this office I have rather regretted it. I find that I do not have that importance in the eyes of the gentlemen at the meeting as was previously the case. As I passed through the lobby they would frequently stop me and ask me questions concerning important matters connected with the affairs of the association. However, I have answered several questions to-day, and one was with regard to the causes which led to this change in the chairmanship of the Proprietary Committee. I did not think at the time that the change was made that the reason for it was matter to go into the press. As I assume the reporters are here to-night only to eat, I do not suppose that anything I say will be published. The reason which this gentleman gave why this change was brought about, was due to the fact that everything is moving West, and that, really, as he understood it, there are no proprietary articles handled to any extent east of the Mississippi River, and it was on that account, he supposed, that it was thought to be the proper thing to

have not only the presiding officer selected from the territory west of the Mississippi, but the chairman of the Proprietary Committee as well. Well, I told him I thought that was the reason. I certainly knew of no other. Now, I do want to say a word or two seriously before I sit down. It makes a man feel old, you know, to relinquish an office, it makes him very old to relinquish an office with such a salary attached to it, and in my case it does make me feel older to look back over the ten years during which I have held this office, but which at the same time seems to be a very short period. During this time I have been in almost daily communication with some one or other of the originals of the many faces whose pictures I have before me in my office, through the courtesy and enterprise of our friends of the Pharmaceutical Era. They have been ten happy years in many ways, and I will miss these letters. There will no longer be any diversion from the routine of claims, as my friend Carter calls it; and complaints, as my friend from Hartford, Mr. Frisbie, calls it; and duns, as my friend from Buffalo calls it, if bills are not remitted for in exactly thirty days. Of that sort of correspondence we get tired very quickly, but these many pleasant letters which I have received will be missed. Of course, there are some which I would just as soon miss, and I had thought that, in the division of labor which we have brought about under the action taken yesterday, the letters which are of an unpleasant character received by me hereafter I will send to Kansas City. I hope that Mr. Faxon will live long enough to retain this chairmanship for ten years. (Applause.) If he does, I can give a piece of information to him to-night, and that is, that at the end of ten years he will know a great deal more than he does now. Gentlemen, I think I have occupied my five minutes, mostly in nonsense, but I do wish to say again, what I said the other day, that I

must express my appreciation of the courtesy extended to me during all these years, that I give up this position with considerable regret. (Applause.)

The meeting then adjourned to meet on the steamer Pocahontas.

At a meeting of the N. W. D. A. held Friday, October 22nd, the association was called to order by Mr. J. B. Purcell. There being no quorum present, on motion of Mr. R. W. Powers, the convention adjourned to meet in St. Louis in October, 1898, at such time and place as might be designated by the Local Committee on Entertainment.

JOHN B. PURCELL,
Acting Chairman.

THE ENTERTAINMENT.

The members have never been more delightfully entertained than they were by the programme arranged by the local Committee on Entertainment and carried out under its supervision with the aid of an auxiliary committee of men from the association and from Richmond, and a large number of the local ladies. The weather proved to be regular N. W. D. A. weather throughout, which means that, as in the past experiences of the association, there were few hours when the visitors might not be out-of-doors if they chose, and those who could found ample reason for so choosing most of the time. There is so much of historic interest attached to Richmond and its environs that the time proved all too short to satisfy those who could indulge a taste for sight-seeing, while they who were too busily employed at the convention to permit of this indulgence, were forced to leave the city with regrets which

were deepened by the knowledge that they had failed to embrace all of the opportunities afforded by their visit.

The efficient chairman of the Entertainment Committee, Mr. R. W. Powers of Richmond, was assisted by the following named gentlemen: E. D. Taylor, G. G. Minor, Granville Valentine, N. V. Randolph, R. L. Powers, Josiah Vaughan, C. M. Knox, Clarence G. Stone, J. M. Peters, Fred B. Perry, Jos. E. Toms, Jas. A. Toy, G. A. Martin, Thos. P. Cook.

The ladies who aided the committee are comprised in the list of Richmond ladies in attendance, which is given above. Those to whom special recognition are due are Mrs. R. W. Powers, Mrs. J. B. Purcell, Mrs. E. D. Taylor and Mrs. N. V. Randolph.

The Entertainment Committee provided as a souvenir for the ladies a handsome silver spoon, the handle of which bore the arms of Virginia, while in the gold-lined bowl was inscribed the name of the city and the date of meeting.

The presidents' reception on Tuesday evening was held in the parlors of The Jefferson, by Presidents Purcell of the N. W. D. A. and Doliber of the Proprietary Association. They were assisted by their wives, and at the close of the reception, which was attended by a very large number of the members as well as by many of the citizens of Richmond, the entire party repaired to the dining rooms, which had been transformed into a ballroom for the occasion. Dancing was indulged in until a late hour, a light supper being served meantime.

On Wednesday the ladies were entertained by a carriage drive to points of interest in and about the city, and in the evening a concert was given at The Jefferson, and proved to be one of the most enjoyable features of the entertainment. The programme was as follows:

1. "Overture Concert," Orchestra.
2. Mixed Quartet, "My Pretty Maid," Webb Quartet.
3. Sextet, "Enchantment," Herman, Old Dominion Sextet.
4. Soprano solo, "Nymphs and Fawns," Bemberg, Miss Bettie Burwell.
5. Duo, Tenor and Baritone, "Fishermen," Gabussi, Messrs. Clowes and Lohman.
6. Orchestra, "Gay New York."
7. Alto solo, "Lullaby," Vannah, Mrs. Clowes.
8. Sextet, (a) "Love's Dream;" (b) "Belle of the Season."
9. Tenor solo, selected, Cunningham.
10. Orchestra, "American Girl," Herbert.
11. Tenor solo, "Postillion," Mallory, Mr. Clowes.
12. Mixed quartet, "Merry Miller," Webb quartet.
13. Baritone solo, "Ole Uncle Ned," Mr. Lohman.
14. Selections of Southern songs and plantation melodies, rendered by a male quartet and chorus of gentlemen who were members of the Polk Miller Combination.

On Thursday there were visits to a number of prominent factories during the day, with a tea tendered to the visiting ladies by Mrs. J. B. Purcell in the afternoon at six at her home. This graceful compliment was thoroughly appreciated, and the opportunity it afforded of visiting one of the most charming homes of the city lent a touch of genuine hospitality to the entertainment which no public function can supply.

The banquet on Thursday evening closed the local entertainment; the excursion down the James River to Old Point on Friday, and the final dinner at Old Point coming in almost as a part of the homeward trip. The committee had chartered the fine steamer Pocahontas of the James River line and promptly at 9 a. m. she started for Old Point, with about three hundred excursionists. The sail down the river occupied about six and a half hours, but at

no time was it monotonous or tiresome. A luncheon was served on board, and any possible tedium was further averted by a band of negro melodists, whose untiring efforts were enjoyed by everybody aboard.

Arriving at Old Point the party found a special dinner awaiting them at the Chamberlain, whose proprietor, Mr. George Swett, was manager of the Windsor of Montreal when the association met there, and who marked the occasion with a menu bearing the name of the associations. After the dinner most of the Richmond people returned home by train, and with them a few of the members from other points, but a large majority of the latter remained at Old Point until the following day, when there was a general exodus, by way of steamer direct to New York, or the Bay lines to Cape Charles, Baltimore and Washington.

THE BANQUET.

The banquet, served in the main dining hall of the Jefferson, was highly successful, from an intellectual no less than a gastronomic point of view. Covers were laid for about two hundred and twenty persons. Col. J. B. Purcell, the retiring president, acted as toastmaster, and filled the position with his usual grace, introducing the speakers in brief but most happy sentences. At his right, at the speakers' table, sat President Weller, Gov. O'Ferrall, and beyond His Excellency were Dr. J. A. Hodges, Gen. Fitzhugh Lee, M. Carey Peter and R. W. Powers, the chairman of the Entertainment Committee, while at the left were President Doliber of the Proprietary Association, Judge L. L. Lewis, Rev. Dr. Hoge, J. M. Peters and M. N. Kline.

There were eight other tables, which were presided over

by the following named gentlemen: Major N. V. Randolph, R. L. Powers, Col. E. D. Taylor, Granville Valentine, G. G. Minor, C. G. Stone, Thomas P. Cook and Jos. A. Toy.

The banquet cards bore the state flag and the arms of The Jefferson in relief on diagonally opposite corners of the cover, with the inscription:

Twenty-third Annual Banquet
of the
National Wholesale Druggists Association
and
The Proprietary Association,
Richmond, Va.,
Thursday, October Fourteenth, 1897.

The menu was as follows:

Blue Points, Haut Sauterne.
Green Turtle Soup, Amontillado.
Celery. Olives.
Boiled Striped Bass au vin blanc.
Cucumbers. Tomatoes.
Mumm's Extra Dry.
Filet of Beef Larded, aux Champignons.
Brussells Sprouts.
Pommery Sec.
Sweetbreads en caisse a l'ancienne.
Roman Punch. Richmond Straight Cuts.
Broiled Virginia Sora.
Lettuce Salad.
Gateaux Assortis. Wine Jelly.
Biscuit Tortoni. Neapolitan Ice Cream.
Fruits. Fromage.
Coffee.
Cigars. Creme de Menthe.

The following is the list of toasts and speakers:

"The President of the United States," Judge L. L. Lewis.

"Virginia," Gov. Chas. T. O'Ferrall.

"The National Wholesale Druggists Association," President C. F. Weller.

"Our Country," Gen. Fitzhugh Lee.

"The Proprietary Association," President Thos. Doliber.

"People and Folks," M. Carey Peter.

"Woman," Dr. J. Allison Hodges.

"The Press," John M. Peters.

At the conclusion of the banquet, about 9.30 o'clock, the ladies were assigned seats on the gallery facing the speaker's table and at other points from which they could hear the speaking, and Col. Purcell called the company to order.

REMARKS OF THE TOASTMASTER, EX-PRESIDENT JOHN B. PURCELL.

The Toastmaster—Ladies and Gentlemen (especially the ladies): We want you to bear in mind that you are now admitted into the privacy of a gentlemen's banquet. One of the first things that you should learn is that you must keep quiet. (Laughter.) However hard that may be, we hope you will endeavor not to disturb the deliberations of the gentlemen who are listening to the speeches. Before we commence with the programme of the evening, I am informed by Mr. George A. Kelly that he is the bearer of a message to the National Wholesale Druggists Association from the ladies thereof. I therefore accord Mr. Kelly the floor for the purpose of delivering that message. (Applause.)

REMARKS OF MR. GEORGE W. KELLY.

Mr. Kelly—Mr. Toastmaster and Gentlemen: You have already acknowledged, in customary order, the kindly and generous treatment which has been accorded you by the Richmond people; and the ladies think that they have

the right also to testify in some manner as to their recognition of the kindness they have received. Therefore, I have the honor to be the bearer of a message from them, as follows:

"From the Ladies, to the Richmond Entertainment Committee—To place upon record any words that would adequately represent the entire appreciation of the visiting ladies of the N. W. D. A. would be an impossible undertaking. Even the silver-tongued oratory of your own gifted sons could scarcely fulfill this most difficult, and yet pleasurable duty. It was a true Virginia welcome that awaited us; yet verily the half had not been told, for the charmingly cordial greeting, the never ceasing solicitude for every visitor, the interest and cordiality of your citizens who knew us only as visiting strangers, the thorough politeness of the attendants and civility of the conductors of your splendidly managed trolley lines, is, we are compelled to confess (to most of us), a rare and novel experience. We would join with you in a grateful tribute to the noble citizen who has made possible this matchless entertainment, and if we may—'the stranger within your gates'—would award this tribute to his memory; only regretting that we came too late to see in bodily form this benefactor of innumerable friends and the city of his love, and not less, of the weary traveler. The traces of a beautiful and cultured nature are in evidence everywhere in this peerless hotel.

"But of the 'Committee of Ladies,' auxiliary to the Entertainment Committee, what shall we say? Here is where our vocabulary is singularly at fault. 'The President's Reception,' which we must record as the most brilliant on record in the association's history; the musicale, so charmingly arranged and so thoroughly enjoyed; the drives to points rich in historic interest; the inspection of a few of the city's industries; culminating in the beautiful

reception at the home of Mrs. Purcell, the wife of our fascinating president (applause); all these were simply the perfection of hospitality, aided by a thorough knowledge of the art of making 'all things work together for good;' but the nameless charm of the delicate individual attentions, the thoughtfulness that made all feel so entirely at home, the untiring vigilance of the Richmond Ladies' Committee, is something never before equaled, and we fear can never be duplicated unless you ask us to come again. (Applause.)

"Will Mrs. Powers, the chairman, and her associated committee, believe that we have thoroughly appreciated their courtesy and untiring thoughtfulness for our comfort and enjoyment, causing us to rejoice more than ever before that nothing but loving fraternity exists between this glorious old state—'The Mother of Presidents'—and all the other states, whether in the East, the West, or the North. We look with pride, almost equal to your own in its imperishable riches, the memory of its sons and daughters, and congratulate ourselves that this meeting of the National Wholesale Druggists Association in the year of our Lord 1897 has afforded the opportunity to us of knowing so pleasantly the worthy sons of these noble sires, and the fair and noble women who still maintain so thoroughly the prestige of their state. We trust that we are but bidding au revoir to Richmond and the charming additions we have made to our list of friends." (Applause.)

REMARKS OF MR. R. W. POWERS.

The Toastmaster—In the name of the ladies and gentlemen of Richmond who have attempted to add to your pleasure, I call on Mr. Robert W. Powers, the chairman of the Entertainment Committee, to reply to this handsome message from our visiting ladies.

Mr. Powers—Mr. Toastmaster, Ladies and Gentlemen: We are more than gratified if our feeble efforts to entertain you have been even partially successful. On behalf of the Ladies' Committee, whose chairman is the good woman who has led me these many years in paths of peace and virtue (laughter and applause), and, although I have often attended the meetings of these associations, has always taken me home at an early hour (renewed laughter) and never permitted me to find out that there were any members of our association who remained up later than 12 o'clock at night—I say, on behalf of her committee, and the committee I have the honor to be chairman of, I most heartily thank you for the kind words you have chosen, to express your gratitude and thanks to us for the efforts we have made to entertain you. Permit me to say that it has been a pleasure to us, greater, perhaps, than to you, and I trust that you will carry away with you memories of our dear old city which we love so well, so that in years to come we may yet meet again in "Richmond on the James." (Applause.)

TOAST—"THE PRESIDENT OF THE UNITED STATES."

Responded to by Judge L. L. Lewis.

The Toastmaster—The first toast of the evening which I am commissioned to give you, is one that expresses in its national character, the national character of this association which meets here to-night. It is but proper that in a gathering of the citizens of this great country, from one end to the other, that the first toast of the evening should be to that distinguished citizen who fills the office of President of the United States (applause), and in that connection, permit me to read the following letter:

"Executive Mansion, Washington, Oct. 1, 1897.

"My Dear Sir—The President has requested me to acknowledge the receipt of your favor of recent date and to express his regret that his official duties and engagements will prevent him from accepting the cordial invitation you have extended to him to be present at a banquet to be tendered the National Wholesale Druggists' Association, at Richmond, Va., Oct. 14, 1897. Assuring you of the President's appreciation of the compliment conveyed by this invitation, and trusting that the occasion may be a most enjoyable one, I am, very truly yours,

"G. B. CORTELYON,
"Executive Clerk to the President.

"To Mr. R. W. Powers, Chairman, etc., Richmond, Va."

He who will respond to this toast is a distinguished citizen of our city and state. A Virginian by birth and ancestry, he has himself been called to adorn the Supreme Court of our state for twelve years. I have the honor of introducing to you the Hon. Lunsford L. Lewis of the city of Richmond. (Applause.)

Judge L. L. Lewis—Mr. President and Gentlemen: Let me in the first place thank you for the honor you have done me—for the honor of the invitation to be a guest on this interesting occasion, and for the higher honor of being called upon to respond to this patriotic sentiment which has just been proposed before this brilliant audience. The unmerited honor you have done me—for I lay no claim to the art of postprandial oratory—impresses me not less, I assure you, than does the magnitude of the subject assigned to me—a subject to which, if I correctly understand the meaning and scope of the toast, not even the genius of a Webster would be adequate to do justice in the space of a few moments. Little, therefore, I know, is expected of me, nor can I hope in the brief and unpretentious response which I shall make, to do more than merely touch the hem of the subject.

My position reminds me of a recent incident in one of the counties of this state. A good old, honest farmer residing there was called upon by a number of his fellow citizens to become a candidate for a certain local office. The old man, after some persuasion, consented to do so, provided he was not called upon to make a speech, saying that, as he had never held the office, he did not know that he could talk much about it. Unfortunately, I labor under a somewhat similar disability this evening. Why it is so it is not material to inquire, nor will I suggest on this occasion that republics are ungrateful. (Laughter.) It is a consoling reflection, however—or ought to be, I suppose—that "while there is life there is hope." This latter remark I throw out for the special benefit of my distinguished friends present with us this evening—one the Governor, the other an honored ex-Governor of Virginia (Gen. Fitzhugh Lee.) I do not know, nor do I mean to insinuate that either of these gentlemen has overheard the buzz of a certain little bee about his bonnet (laughter), but I do know that more than one Governor of Virginia has become President of the United States, and history, we are told, repeats itself. (Applause.)

And now, Mr. President, in regard to the toast you have proposed, let me say that I do not understand it as referring so much to the distinguished occupant of the White House for the time being, as to the great office itself which he so worthily fills. In other words, I interpret it as referring rather to our country, now, thank God, happily reunited—to the whole country over which float the Stars and Stripes, emblem of liberty and of an "indissoluble union of indestructible states." Then, what could be more appropriate than such a toast on an occasion like this? Around this festive board Americans meet, not as partisans, and not as members of any political party or parties, but as Americans.

subordinating party feeling to love of country, and knowing, in the language of the "Father of His Country," "No North, no South, no East, no West," while those present from Her Britannic Majesty's dominions are not only our friends but kinsmen, having with us a common ancestry. Then, why should we not, irrespective of party or nationality, drink to the Chief Magistrate of this great Republic? (Applause.)

Occasions like this cannot but do good. They undoubtedly tend to accomplish one of the declared and praiseworthy objects of your association, namely, "The promotion of fraternal and social relations," not only among fellow citizens hailing from different parts of the Union, but also among Americans and Englishmen. They likewise serve to give us a better appreciation of the man, whether in the North or in the South, who would at this day keep alive sectional animosity, and of the "Jingo" who would embroil us in a foreign war, with or without just cause, and with any nation, not even excepting the parent country. Happily, however, neither of these classes are numerous or influential, and the strong common sense and conservatism of the American people can be relied upon, I trust, to keep both in subjection. (Applause.)

Sir, the American people are not only intelligent and conservative, but they are an eminently practical and patriotic people—none more so. Their patriotism may not be of the flashy or sentimental kind, so to speak, but in all essentials it is complete. It has been sometimes observed, by way of contrast, that even our phlegmatic English cousins never allow an occasion of this kind to pass without a toast to the Queen, nor without the strains of their national hymn, "God Save the Queen," being heard; whereas no such patriotic custom prevails with us. If this be so, if it be true that a toast to the President of the United States is

of comparatively rare occurrence, and if it be true that Americans do not on all suitable occasions call for the "Star-Spangled Banner" or for "Dixie," which now, like the flag, belongs to the Union, yet when danger threatens the country, or a principle is to be contended for, no people more promptly or more resolutely respond to the emergency than do the sons of this Republic; nor have any people a stronger attachment to the form of government under which they live. And so it is, Mr. President, that, in the conception of the American people, the office of President of the United States is the most exalted in the world. There is no state, therefore, in the Union that does not esteem it the highest honor that can come to her to see the office filled by one of her sons. To this good old Commonwealth the application was long ago applied of "Mother of Presidents," and well may any state be proud of a line of Presidents, at the head of which stands the name of Washington—Washington, the "noblest figure that ever stood in the forefront of a nation's life." (Applause.) Nor do the name and fame of our first and great President belong to any one state alone, nor even to the nation alone, but to the world. (Applause.) "Until time shall be no more," said the great Lord Chancellor Brougham, "will a test of the progress which our race has made in wisdom and virtue be derived from the veneration paid to the immortal name of Washington." (Applause.) And to-day, throughout the civilized world, his name is venerated as that of no other man, living or dead, is venerated.

Mr. President, although it is not my province to speak for any particular state, yet I hope I may be allowed to say in passing that if Virginia is proud of the Presidents she has furnished to the United States, so are we proud of the fact that she has furnished a president to your honorable association. (Applause.) We are proud of the fact, and we

are proud of the man. Indeed, sir, we have reason to think well of our wholesale druggists generally. Standing here as I do, looking over this splendid body of men, that is a good deal to say. To the persuasive eloquence of one of them I am told Richmond owes the honor of the annual meeting of your association which has just so auspiciously come to a close, and I trust you all have found out that he spoke truly when he said, as one of the grounds of his eloquent appeal in her behalf at your last annual meeting, that while Richmond could not promise you a warmer reception than some of you would have received had you chanced to come in this direction some thirty odd years ago, when the approaches to Richmond were slightly obstructed, yet it would be far more cordial and infinitely more agreeable. And I guess he was right. (Laughter.) There is a great difference, in other words, between being received with loaded arms and with open arms, and I trust you have found it so. I trust you have felt since your arrival here that wherever else you may be strangers, here you are all at home, and that you have enjoyed your visit to this historic city as much as I am sure she has enjoyed the honor and pleasure of having you within her gates. (Applause.)

I have said that the American people were patriotic people; that they were strongly attached to their system of government, and that in their conception the office of President of the United States is the most exalted in the world. And this is not alone because of the great powers attached to the office, nor because the country has now grown from a small beginning to be one of the wealthiest and most powerful nations of the earth, but principally because of the character of the Government of which it is the chief executive office, and because of the character of the men by whom the Constitution establishing the Government was framed. I refer, of course, to the men composing the Constitutional

Convention of 1787, presided over by Washington and the most illustrious body that has ever assembled in America.

Sir, there are few chapters in the history of the world more interesting and instructive than that portion of American history which records the events that happened between the period immediately preceding the Revolution and a few years subsequent to the adoption of the Constitution of the United States. Great were the events that happened between those periods, and momentous were the results wrought by them.

The shot fired by the Massachusetts farmers at Concord Bridge was heard around the world, and the subsequent appeal of Patrick Henry in the Virginia Convention for "liberty or death" stirred the colonists as never have a people been stirred by modern oratory; but the vision of no man at that day saw beyond a league of independent states. The idea of national union had not then been dreamed of. Fortunately, however, for the country—fortunately for mankind, it was destined to take root and to bloom forth into a glorious reality in the very near future. The threatened anarchy and chaos that followed upon the glorious close of the Revolution soon convinced the minds of the thoughtful and great men of that day that a change in the Federal Constitution was required, so as to have a Constitution that would be adequate to the exigencies of government and the preservation of the Union; and the meeting of the convention to which I have referred was the culmination of an agitation set on foot looking to that end. These great men, after a few months of deliberation, during which time they were without the aid of precedent, and were influenced by no other passion save love of country, framed the Constitution under which we live to-day, and which has been said by Mr. Gladstone to be the most wonderful

work ever struck off at a given time by the brain and purpose of men. (Applause.)

One of the distinguishing characteristics and chief advantages of the government established by that Constitution, is that it operates directly upon individuals, and that while it is a government of limited powers, it has within the limits of those powers all the attributes of sovereignty, so that now acts of Congress are not mere recommendations, as they were prior to the adoption of the Constitution, but laws which every individual in the land is bound to obey. This was well illustrated in the course pursued by President Cleveland during his last administration in suppressing what was known as the Chicago riots, which action was taken, not as an interference with local affairs of the State of Illinois, but as a necessary means to remove obstructions in the way of the execution of the postal and interstate commerce laws of the United States; and let me add that if ever a President of the United States, or any other man, deserved thanks for doing his duty, President Cleveland deserved the resolution commending his action, which was soon afterward introduced into the Senate of the United States. (Prolonged applause.)

Mr. President, the poet says:

> "For forms of government let fools contest;
> That which is best administered is best."

This idea, however, was objected to by the framers of the Constitution as a political heresy, and yet they evidently did recognize that the truest test of a good Government is its aptitude and tendency to produce a good administration. Great and extensive powers were given to the President of the United States. Thus, he is made commander-in-chief of the army and navy of the United States and of the militia of the

several states when called into service of the United States. By and with the advice and consent of the Senate he may make treaties with foreign nations. He has a qualified veto power, the pardoning power, and the power to appoint all the prominent officers of the Government, including the judges of the Supreme Court of the United States.

But great as are his powers, no kingly principle is to be found in the Constitution to the effect that the President can do no wrong. On the contrary, by the express terms of that instrument for high crimes and misdemeanors he may be impeached and removed from office, and afterward indicted and punished in the ordinary course of law. Nor can he, without due process of law, touch the person or property of the humblest citizen in the land. "No person shall be deprived of life, liberty or property without due process of law, nor shall private property be taken for public use without just compensation," is the emphatic language of the Constitution. This principle, indeed, is as old as Magna Charta, and it was in reference to it that the great Earl of Chatham on a certain occasion declared that "the cottage of the humblest subject of England is his castle; it may be frail," he said, "its roof may shake, the winds may come through it, and the rain may enter it, but the king with all his forces dare not cross its threshold." Yet mark the difference, Mr. President, between the way in which the principle is demonstrated in England when the controversy there is between the subject on the one hand and the Crown on the other, and in this country when it is between a private citizen on the one side and the Government on the other. In England, if the Crown does, contrary to the law, arbitrarily take the property of the subject, there is no such thing as a suit by the subject for recovery without the consent of the king. Here in this country, when the property of a private citizen is taken without

process of law, he may go into the courts of the country and there obtain redress whether with or without the consent of the Government to his bringing the suit. This was well illustrated in the now celebrated Arlington case, as it is called. In that case the Arlington estate, situated near the city of Washington, was taken possession of during the Civil War under an order of the President of the United States (the Government purchasing it at a tax sale), and a part of it appropriated for a national cemetery, the other for a fort. Some years after the close of the war, Gen. Custis Lee brought an action of ejectment to recover it, and one of the defenses set up by the learned counsel for the Government was that the suit could not be maintained, no matter whether the Government's title was good or bad, because the plaintiff had not obtained the consent of the Government to institute his suit. But when the case got to the Supreme Court of the United States, that great tribunal brushed away this contention of the Government, accompanying its ruling with the annunciation of a principle worthy to be written in letters of gold, and hung in every household in the land: "No man in this country is so high," said the court, "as that he is above the law. On the contrary, all officers of the Government, from the President down to the lowest, are creatures of the law, and bound to obey it," and the judgment of the lower court in favor of the plaintiff was affirmed, whereupon Congress made an appropriation to pay for the property, and in that way acquired a perfect title to it.

No citizen of the United States, it seems to me, can read the masterly opinion of the Supreme Court in that case, without an increased admiration for the Constitution of his country, and veneration for the great court by which the decision was pronounced, and, sir, that opinion will stand not only as a landmark in the law, but as an enduring mon-

ument both to the Constitution and the court. Sir, it is a fact of which the country may be proud, that no President of the United States has ever appointed a man to the bench of the Supreme Court who was not a man of ability, learning and incorruptible integrity. It was in reference to the first Chief Justice that Mr. Webster paid the high tribute so often quoted, in saying that "when the spotless ermine of the judicial robe fell upon John Jay, it touched nothing less spotless than itself." And the same remark may be justly applied with equal emphasis to each of the successors of that great jurist.

The country has indeed been fortunate in its Presidents, and no man has ever held the office who was not a man of ability and virtue. The weakest of our Presidents have been far above the average of the crowned heads of Europe, while the great names of not a few of them—notably those of Washington, Jefferson, Jackson, Lincoln and Grant—are known and honored throughout the civilized world. It was in reference to the latter that a great orator, on a memorable occasion, said, that while journeying around the world, though then a private citizen, "crowned heads arose and stood uncovered before him."

Not an unworthy successor of that great man is William McKinley. Although but a few months have elapsed since his inauguration, he has shown himself worthy of the confidence reposed in him by his country. In his firm and dignified treatment of foreign affairs; in his promptness in dealing with the disturbing questions of the tariff; in his conservatism and honest, inflexible determination to maintain the integrity of our monetary system, he has met the highest expectations of the American people. (Applause.)

More than a hundred years ago an American poet said to his countrymen, "No pent-up Utica contracts our pow-

ers, for the whole boundless continent is ours." What was then poetic fancy has since become sober truth and reality. By the acquisition of new territory since the adoption of the Constitution, the country now extends from ocean to ocean, and from the Gulf and the Rio Grande on the south to the great lakes and rivers on the north. Our population has increased from four millions, when the Constitution was adopted, to over seventy millions. We have now the second largest city in the world, and the population of the country is to-day, by reason of the appliances of steam and electricity, in closer communication than was possible at the time the Constitution was adopted. There is no parallel in ancient or modern times for the progress and development which the country has made, and I undertake to say that, notwithstanding the many natural advantages with which the country has been blessed, the principal cause of the wonderful progress that has been made lies in the incomparable form of Government under which we live. There is no doubt that the Government established by the Constitution has produced more happiness in the past, and now holds out the prospect of more happiness in the future, than any other Government that has ever existed. An eloquent member of Congress, at the recent extra session, in the course of his speech, declared that if the representatives of the people continue true to their trust, that this Government of ours, which he characterized as the grandest that ever arose to animate the hopes, or to bless the sacrifices of mankind, would be perpetuated forever and forever. I go further, and say that the responsibility rests with the people—upon us and upon those who are to come after us—and that if the American people continue to revere the memory and to follow the example of the teachings of Washington, not only will the Constitution be perpetuated

through the ages to come, but no man not worthy of the office will ever be President of the United States. (Applause.)

TOAST—"VIRGINIA."

Responded to by Gov. Charles T. O'Ferrall, of Virginia.

The Toastmaster—It is appropriate in any assembly in this city or state that one of the first toasts should be to that commonwealth that has planted American liberty upon this continent. (Applause.) I am commissioned to give you "Virginia," and in the minds and hearts of Virginians there is no one so well fitted to respond to that toast as the Chief Executive of that state. I have the honor of presenting to you a man who has endeared himself to the people of this commonwealth in times that tried men's souls, and in peace no less than war he has proved a true son of Virginia, ready at all times to sacrifice life, or all else except high principle, in her cause and defense. I present to you His Excellency Charles T. O'Ferrall, Governor of Virginia. (Applause.)

Gov. O'Ferrall—Mr. President and Gentlemen: Since entering this hall a feeling of sadness has come over me. I have recalled the last banquet I attended here. Richmond's great benefactor, he whose public enterprise knew no bounds, whose wealth, accumulated by earnest endeavor and accurate judgment, and always in the avenues of honesty and uprightness, was used for the good of his fellowmen, the mighty promoter of Richmond's interests and the beautifier of her environments and the builder of this magnificent Hotel Jefferson, was present, with a smile for all and a pleasant word for everybody. He is not here this evening. His seat is vacant. Alas, a little more than a fortnight ago God's finger touched him and he slept.

But I must banish as far as I can my sadness and address myself to the task assigned me. Before responding

to the toast I desire to express my infinite pleasure at meeting the members of the National Wholesale Druggists Association. I esteem it as a high privilege to be present on this interesting occasion. I am in the presence of an important body of representative business men, drawn hither from all quarters of this country, who are part of the very bone and sinew of the enlightened civilization and progress of this advanced age, adding to the wealth of this Republic the brain power, scientific knowledge, material worth and exalted citizenship. This is a grand assemblage of a grand association, within the gates of a grand state, in a grand city, on the banks of a grand river, in the walls of a grand hostelry, around a grand banquet table, and, as your president, gentlemen, has just stepped out, I will say that you have as your official head a grand man. From my heart I welcome you to this venerable Commonwealth. May your every moment be spent pleasurably and profitably.

And, now, Mr. President, as I come to respond to the toast, I feel embarrassed indeed. At best, I am a poor after-dinner speaker, even when I have a familiar subject. I am always placed at a disadvantage on such occasions as this, where I am surrounded by gentlemen whose wit sparkles like champagne, whose humor bubbles like the fountain, or whose eloquence glows like the stars. My plain words and simple sentences fall flat upon ears accustomed to figures of rhetoric, flights of oratory and mirth-provoking speeches. Under the most favorable circumstances, encouraged by attentive listeners, and stimulated by rapturous applause, my efforts test the patience of my auditors, awakening in me a profound respect for their kindness and forbearance. But, Mr. President and gentlemen, imagine my feelings this evening. Here I am before an audience not of home folks only, who would look with charity upon my failure, but of many gentlemen from dis-

tant states and sections who cannot be expected to treat me as considerately as my own kith and kin. I say, imagine my dilemma when I am asked, without notice and without warning, of course, to respond to a toast so new, so fresh, and to talk upon a subject so unexplored, so undeveloped, as the toast and subject assigned to me. Really, Mr. President, you do not seem to have the milk of human kindness for which I have always given you credit, and I have a just grievance against you. In the exercise of your arbitrary power, you ought to have been more lenient, and given me some old subject (laughter), and this new toast to some quick, ready, always prepared after-dinner speaker. Why impose upon me the toast "Virginia" when she has so lately been discovered and so recently admitted into the great system of states (laughter and applause), and so little is known of her? Now, if you had asked me to speak of the glories and traditions, memories and achievements of Idaho or Wyoming, for instance, or of any of the old states, why, I would have been happy as a lord and right at home. But to take this young and verdant state, with only a sort of vague and mystified romance about an Englishman's head being laid upon a rock somewhere within her dominions, near the foaming waters of a river, and just as a huge Indian brave, by order of his chief, with uplifted club, was in the act of making jelly out of the Englishman's head, a beautiful Indian maiden, the daughter of the chief, throws her own form across the prostrate body of the Englishman, and saves him from her father's wrath. (Laughter.) With this historic romance I am expected to entertain you with a tribute to this new star in our national constellation. Oh, how cruel you have been, Mr. President. (Laughter.)

But, jesting aside. Let me be serious. Since I have had the honor of presiding as Governor of this common-

wealth I have responded to this toast not less than twenty-five times; indeed, so often that I have exhausted myself, and as most of my speeches have been made in this city, I cannot work any of them over or steal from myself. (Laughter.) Besides, it is harder to respond to a toast that has been on the boards for many generations than to one that has come for the first time from the brain of the toast-master. I doubt not that for more than two centuries tributes have been paid to Virginia around festal boards and banquet tables. I doubt not that in the halls of royalty crowned heads spoke proudly of Virginia as a colony, and sovereigns, princes and potentates cheered her name. We all know that ever since 1776—aye, before—she has been enshrined in every American heart, and orators with stirring tongues have proclaimed her fame; chroniclers with pens of steel have written her glories, and poets have tuned their lyres to give her immortality; that all lands have sung her praises, and all climes have done her homage; that all nations have bedecked her brow, and all people have wreathed her with their sweetest garlands; that all her sisters have anointed her with their oil of love and burned incense of devotion to her on their altars.

Though many generations have passed since her birth and baptism, time has left no wrinkles, but she is as fresh and lovely as a bride in her bridal robe. Tribulations and trials have beset her, but she has emerged from them as lustrous as the sun from under the cloud. She has been buffeted by the storms of civil strife, rent and torn by the engines of war, but with a spirit that never wavered, a courage that was never daunted, she conquered calamity and came forth in the majesty of her strength and power. She has seen her civilization threatened and imperiled, but she triumphed over her would-be despoilers and crushed them under her heel. She was sorely tried in the great

days of the reconstruction, but "out of the nettle, danger, she plucked the flower, safety."

So, Mr. President and gentlemen, she stands panoplied for any combat, girded for the struggle. Then to her the lines have fallen in pleasant places; yea, she has a goodly heritage. Heaven has blessed her with material riches, boundless resources, a salubrious climate, health-giving breezes and medicinal waters which almost rival those of that fabled fountain whose taste gave perpetual youth. She has a friendly soil from which spring abundantly all the cereals and grasses, almost all the vegetables and fruits known to the vegetable and horticultural kingdoms.

She has iron ore sufficient to double-belt the world and coal to smelt every ton of it. She has timbers of every variety and stones to build the peasant's cottage or the king's palace. She has rivers and bays upon which the commerce of the globe and the navies of all nationalities could float, and find havens in seasons of tempest. She has waterfalls that could drive the machinery of a kingdom: she has industrial enterprises of every kind, which, under the genial influence of returning national prosperity, will multiply and increase her wealth with every closing day. Then she has the yellow metal, and she places the silverite on a parity with the goldite in her invitations to mine and dig for it. She does not "demonetize" him nor discriminate against him.

Mr. President and gentlemen, I might stop here and exclaim: "Behold Virginia in the effulgency of her power: in the radiancy of her strength; in the brilliancy of her achievements." But my task would not be finished and I would not have rendered "unto Caesar the things that are Caesar's."

Virginia is rich in her history—every hour, every moment of it. No student can recall the tragic fate of Sir

Walter Raleigh without drifting instantly to the Virginia Company, who, when afloat on the broad bosom of the old ocean, were driven in their weak vessels before the storm, into Chesapeake Bay, from whence they sailed up the James River to their resting place at Jamestown, and there first erecting an altar to the living God; then traveling over space until the coming of the cavaliers; then rushing along through the vicissitudes, trials and sufferings of the settlers to the close of the sixteenth century, and the founding of William and Mary College; then to Gov. Spottswood, with his wise and beneficent administration, establishing iron furnaces as he did, and promoting in every way the progress of the colony, discovering the now far-famed Shenandoah Valley, and organizing the Knights of the Golden Horseshoe in commemoration of his successful expedition.

The mind still moving on would not pass the coming of the Huguenots; then the Scotch-Irish; all seeking a refuge from persecution. Gathering up and grouping these historic incidents, no student will fail to see that Virginia's population, thus formed of French and German, English, Scotch and Irish, brought about a blending of bloods from which sprang a race of people unsurpassed by any since the morning stars sang together. (Applause).

My time will not suffice for me to dwell upon the decades which intervened between the events to which I have just referred and the period when the spirit implanted in the breast of Virginians could no longer brook the oppression of a despotic ruler, and when resistance became the watchword and death to tyranny the slogan of the colony. I will not stop to speak of the dissolution of the House of Burgesses, the immediate adoption by the whole people of the non-importation resolutions and the calling for a congress of all the colonies to take united action. In this presence I would not presume to speak of Virginia's course in the

trying hours from 1774 until freedom was wrenched from the grasp of a haughty and arrogant king. But let me, even at the risk of drawing forth the criticism that it is but the repetition of what has been said thousands of times—let me emphasize the fact that it was Virginia's sons, whose flaming and defiant words aroused the colonies to action; that it was Virginia's son who wrote the Declaration of Independence; that it was Virginia's son who led the American armies to victory; that it was Virginia's son who was most potential in framing the organic law of this Union, and that it was Virginia's son who so elevated our system of jurisprudence as to make it the cynosure of all nations' eyes. I must also emphasize the fact that Virginia's Bill of Rights, prepared by her George Mason, was not only the foundation of her first Constitution, but of the Constitution of the United States.

Mr. President and gentlemen, I know all these remarks are commonplace, and yet these facts are so interwoven into the history of Virginia that they cannot be well omitted from any narrative. Running through the cycling years of our nationality, up to 1861, when civil strife for a time separated Virginia from the sisterhood, let us see what she contributed to the Executive, Legislative and Judicial Departments of the Government:

Of fifteen Presidents, she furnished five.

Of fourteen Vice-Presidents, two.

Of twenty-three Secretaries of State, six.

Of thirty-one Secretaries of War, five.

Of six Secretaries of the Interior, one.

Of twenty-six Secretaries of the Navy, three.

Of twenty-five Attorney-Generals, four.

Of twenty-four Speakers of the House of Representatives, four.

Of thirty-six Justices of the Supreme Court, five.

Of these two hundred illustrious officials, she furnished thirty-five, or more than one-sixth of the whole; yet at the commencement of the period there were thirteen states, and at the close of it, thirty-four states. In addition she gave birth to two other Presidents (Harrison and Taylor) and to the great Clay, who was Speaker of the House of Representatives for six terms, serving longer than any other Speaker in the history of the Government from its formation to the present day.

Skimming over the mere surface like a swallow over the surface of a meadow, and recalling the events of 1861 to 1865, when fierce, fiery warriors fought and blood drizzled, we find this ancient Commonwealth presenting a spectacle worthy to be chiseled on fame's eternal scroll.

Loving the institutions she has done so much to establish, devoted to the Constitution that had been her aegis, and the emblem that she had done so much to immortalize, she hesitated to tear asunder the ties that bound her to the Union. But when all efforts at compromise had proved futile, and all hopes of settlement were gone, like a lioness aroused from her lair she sprang into that fierce, fiery and flaming contest, and for four years sustained the shock of battle with a heroism never eclipsed.

When the Confederacy, to which she had linked her fortunes, fell, she was mantled in gloom and bowed in sorrow, but her escutcheon was untarnished, and her spear without a stain of dishonor. She had produced two of the mightiest chieftains of all the centuries, and the world rang with their names and ranked them with Washington, Marlborough and Wellington. The blood that had mixed in her early settlement had produced men whose gallantry and chivalry had been displayed on a hundred ensanguined plains, and winning for them plaudits from friend and foe, in native

land and on distant strand. In open field, in the trenches, in the siege and in the charge, their courage and daring had measured up to the highest standard ever set in the skies of martial glory. (Applause.)

When the crimson ordeal had passed, and wreck and ruin were all around them, undaunted they faced the future, undismayed they girded their loins for the work of recuperation and restoration, with unblanched cheeks and stout hearts, flinty nerves and cool determination, they met the issue, and never in all the annals of the ages were the scars of war more rapidly obliterated or the waste places of a stricken land more quickly made to bloom.

But, Mr. President and gentlemen, I must not detain you longer with my poor tribute to this birthland, homeland and graveland of Washington, Henry, Jefferson, Madison, Marshall, Monroe, Tyler, Mason, Lee and Jackson. Virginia's glorious past cannot be unwritten or effaced, and her present is blossoming with bright promises of her future.

Other lands may be as bright and sweet, other lands may be as sacred and holy, but to a Virginian there is no land like this Old Dominion State, so bright with the deeds of her sons, so sweet with the virtues of her daughters, so sacred with the memories of her generations, and so holy with the graves of her dead.

But while her sons love her with a devotion that knows no abating, and an ardor that knows no cooling, under the flag of their reunited country they stand faithful among the faithful, loyal among the loyal, as true as the truest, as brave as the bravest, their voices keeping tune, and their hearts keeping time to the music of the Union; and should a day ever dawn when a foreign foe shall insult that flag or invade the rights which it represents, "To arms! To

arms!" will resound as of yore from where the sea billows lash Virginia's eastern boundary, to where the mountain ranges mark her western limit. (Applause.)

TOAST—"THE NATIONAL WHOLESALE DRUGGISTS ASSOCIATION."

Responded to by Mr. Charles F. Weller, of Omaha.

Toastmaster—The next toast in order is "The National Wholesale Druggists Association," and in reply to that toast I have the honor of introducing to you our chief—our new president, Mr. C. F. Weller of Omaha. (Applause.)

Mr. Weller spoke as follows:

Mr. Toastmaster and Gentlemen—We are met here to-night under most favorable circumstances in the beautiful city of Richmond, in the grand old Commonwealth of Virginia. It is a pleasure for us to be here on this occasion, and we recognize the fact that this section is not only historical ground, but that your natural resources are unsurpassed. We know of your great water power and of your splendid soil, mineral and agricultural products, and we have heard of your beautiful women (and since coming here have seen them) and your brave men, and everything that has made and will continue to make this state remarkable and remembered for all time to come.

This is my first visit to Richmond. I remember starting for here once as a boy of 17—thirty-five years ago—and I found the road decidedly rough, many of the bridges destroyed, and the rivers too deep to ford. I found, in fact, many seemingly unsurmountable obstacles in the way. Suffice to say I did not get here and this is my first visit. I am glad to be here now, and not sorry that I did not get here in 1862.

We are here at a time when peace and good will reign in the minds of all. Sectional feeling has disappeared, we

meet as brothers and mingle as we should, when the bitterness of war is no longer felt. Public sentiment, the arbiter of all differences, has wiped out sectional lines between the North and South, and we are now as one and inseparable; but I am here to-night to speak of our association.

The subject assigned me is not a new one. The name of our association has become a household word, and the N. W. D. A. a synonym of all that is good, upright and honest in business.

We believe in our association and in the principles it represents. We are proud of our organization, and of what we have accomplished. The old motto of the fathers of our organization still holds good. "They builded better than they knew." In looking over our roll of membership we feel somewhat as our Virginia friends feel when they look over the list of their heroic ancestors. We are proud of the men who were the founders of this organization. Some of the noblest and best have passed away, but their places have been filled by others who will do their best to maintain the honor and integrity of our association.

And now, gentlemen of the association, I desire to say that I fully appreciate the honor you have done me in calling me to preside over the destinies of the N. W. D. A. for the coming year. It is an honor of which any man may well feel proud. We have an association second to no commercial body in the United States; one that has challenged the admiration of all kindred organizations. It has been maintained in its integrity, and for the good of all sections.

It is not a selfish organization, but was formed for the purpose of bettering the condition of not only the wholesale druggists of the country, but the manufacturers and retailers as well. We feel that their interest and ours are

identical and that our success means success to them. We are glad to know that nearly all the jobbing druggists and manufacturers interested in this branch of trade throughout the country are either active or associate members of our association. There are some, however, whose names are not found on our roll of membership. We wish they were more fully identified with us. They are in hearty sympathy with the object and aims of the association, but for some reason best known to themselves they are not members. We hope to see a change in this respect during the coming year. We hold all these gentlemen in high regard and esteem. We need their advice and assistance, and will welcome them most cordially to our ranks. We hope the new Membership Committee will do all in its power to bring all these houses into the fold, and the officers of the association will certainly aid them to the fullest extent.

In conclusion, permit me to hope that this year will be a prosperous one. It is unnecessary for me to say that the drug trade of the country has suffered considerably during the past five years, but now things seem to be coming our way. We can look into the future feeling more hopeful; we can look upon the past as a thing to be forgotten, and look forward to increased prosperity.

In our association work I certainly hope to have the earnest co-operation of all the members of the organization. If this should be denied me I should certainly feel that I had made a mistake in accepting the presidency. Looking into your faces, however, as I do to-night, I feel confident that you are ready for every good word and work. I have confidence in all of you. I believe you are true blue and will stand by this association under any and all circumstances.

One more word to our Richmond friends. In my predecessor's annual address he said that it had been stated that the best of the Virginians were underground. In our judgment these remarks will not apply. The best are not underground, for we have found many splendid specimens of the F. F. V.'s since coming to Richmond, noble men and women, worthy sons and daughters of their illustrious ancestors. Our visit among you has been most pleasant, and we hope at some future time to have the pleasure of meeting you again.

TOAST—"OUR COUNTRY."

Responded to by Gen. Fitzhugh Lee.

Toastmaster—The next toast for your consideration is "Our Country." He who has been chosen to respond to this toast is one who has been fortunate enough to have been placed in many responsible positions, and in all has been found equal to the test. We first knew him as a dashing cavalier, who spread the fame of the Confederate cavalry throughout the world. (Applause.) We have honored him, loved him and respected him as the Governor of our state. (Applause.) In all these he has come up to the full measure of our expectations. It has been reserved for him also to gain the respect and affection of the people of our country as the diplomatic representative of the United States in the war-stained island of Cuba. It has been his good fortune to win the respect of an opposing administration, and to be retained in that office. (Applause.) He is known, and familiarly known to us, as "Our Fitz." (Applause.) We present him to the nation. I introduce to you Gen. Fitzhugh Lee of Virginia.

Gen. Lee, amid prolonged applause, then arose, and spoke as follows:

Mr. President, Ladies and Members of the National Wholesale Druggists Association: I am quite sure I know

what I am talking about when I say from a grateful heart comes the expression of my gratitude for the very kind and complimentary terms in which I have been introduced to this splendid audience, and for the kind and expressive manner in which they have received that introduction. (Applause.) I am very glad to be present and witness this brilliant scene, and meet and look into the faces of this magnificent assembly. I am very glad to see many ladies of our country present upon this interesting occasion, and I am very glad that they have obeyed the request of the president and have seemingly kept so quiet during the performance. (Laughter.) It was rather an unexpected sight to me, because I remember hearing one gentleman ask another upon a certain occasion, if there was a daily paper published in his town, and his friend said no, "but we have a ladies' sewing society there, which answers every purpose." (Laughter and applause.) Now, I am placed in a rather embarrassing position to-night. I have been so engaged with official duties in Washington for the past four or five days, and arrived here at such a late hour this evening, that I haven't had time to arrange a suitable speech. I haven't even got an impromptu speech in my pocket. (Renewed laughter.) I remember once talking with that great wit from Mississippi, John Allen, about a speech he made in his county. There was a great concourse of people present, and Allen, when he got up to speak, said: "Fellow Citizens, I have plowed by the acre in this county; I have hoed by the acre in this county; but I never before have spoken by the acre." And never, in the course of my life, either, have I ever spoken by the wholesale druggists. (Laughter.) So, feeling a little embarrassed, I don't care if some one comes up here and takes my position.

I remember once a darky came up to me when I was about to make a speech. He was introduced to me by a gentleman as a colored man who had gone all through the war as a servant, and had displayed much bravery in going to the front. I told my friend to bring him up, and, as I shook him by the hand, I said: "What particular battle were you in?" He mentioned a number of them. I said: "What battle were you in where you were scared the most?" and he said that it was the battle of Sharpsburg. That was one of the battles where he ran. He said such a brisk fire was kept up that he had to run for shelter. I said: "Why, I had the honor to be present at Sharpsburg, and I couldn't find any good place to run to. Where did you run?" He replied: "I ran to the safest place whar I could find. I ran to where the Generals war." (Laughter and applause.) If any of you want to run to-night "whar" this General is, it is not as safe a place as you may imagine, when a man has to shoot off without having a loaded gun. (Renewed laughter.) As I have some small reputation to sustain as a talker, I have, of course, to be very careful. I remember Gov. Vance once told a story of his, about charging up Malvern Hill, when the shot and shell were pouring down on his North Carolina regiment like torrents from the mountain clouds; and, just in the midst of his march up the hill, a rabbit jumped up at his feet and ran down rapidly toward the rear through the broom sage. Vance, looking after the rabbit, and then looking toward the front, where his duty called him, halloed out: "Good-bye molly cotton tail; if I didn't have a reputation to sustain I would run with you." (Great laughter.) So you see this is getting to be rather a serious subject, as my friend, the Governor, said when he took a drink of water: "For I think any man who would take a drink of water at a banquet like this must be very, very serious."

Seeing my beloved friend Dr. Hoge sitting there reminds me of the last occasion when I had the honor of meeting him in an assemblage. It was at the commencement of the medical college of Dr. Hunter McGuire's splendid university. I was making the address that evening, and I was reminded of a circumstance which both Dr. Hoge and I have read in the Bible. I don't suppose many of the others have. It was in the 20th chapter of the second Book of Kings. I know the Doctor will sustain me in the chapter and the verse. I don't like to talk about subjects which the rest of the audience are not very much acquainted with (laughter), but I found there that King Hezekiah was taken very sick, so he sent for learned medical men, who came to him from the north, from the south, from the east and from the west, that they might heal him. But then it seems that the Bible is very quiet. It don't say much more on the subject until it gets to the last portion of the subject, and then it says that "King Hezekiah turned his face to the wall, and King Hezekiah slept with his fathers." (Laughter.) Now, you know the wholesale druggists have some connection with the retail druggists, and we citizens have connection with the retail druggists, so when we get sick we all ought to be very careful that we do not turn our faces to the wall and sleep with our fathers, if we take the drugs prepared by the wholesale druggists and sent to the retail druggists. (Laughter.)

Well, my friends, I am requested to respond to the toast, "Our Country." I do not know what others can say, but I do know that when a man leaves this great and magnificent Republic and goes abroad across the rolling seas into a foreign clime, and under a foreign sky, and sees the manner in which their Government is conducted, and the methods employed; sees where the Government controls the people, and not the people the Government; then when

he comes back to America and sees this great, free Republic, he rejoices indeed that he is an American citizen, and is here to do his whole part in making it a great, happy and prosperous land (applause); to make it what our forefathers intended it should be, the glory of America and a blessing to humanity. This great country, stretching from where the frozen fingers are laid upon its icy coasts in the north, to where the great "Father of Waters" rolls its tribute to the Gulf of Mexico on the south; from the dashing billows of the great Atlantic on the east, to where the waters of the mighty Pacific wash the golden sands of the California shore, under one flag we all now are, with one common destiny, and notwithstanding our difficulties in the past we are here to-day to discharge our whole duty as American citizens in building up this great and free and happy and prosperous Republic; and it is your duty, gentlemen, and my duty, to strive in this great race to see who shall be foremost in making their state a great, brilliant, blazing star in the crown that binds the brow of the American Union. (Prolonged applause.)

TOAST—"PEOPLE AND FOLKS."

Responded to by Mr. N. Carey Peter, of Louisville.

Toastmaster Purcell—Ladies and Gentlemen: The next toast which we have on the programme is "The Proprietary Association." Mr. Doliber forgot his bottle of Mellin's Food, and asked me to skip that toast until he returns. The next toast, then, will be one, the title of which was selected by the speaker himself. His style of oratory is not that which can be confined to any narrow or limited space. What he desires is to soar aloft in realms of fact and beauty as well, and he has chosen "People and Folks." I have the honor to introduce to you the postprandial

orator of the N. W. D. A., Mr. M. Carey Peter of Louisville. (Applause.)

Mr. Peter—Mr. Toastmaster, Ladies and Gentlemen: I am exactly in the fix of the fellow who was caught in Colorado by the vigilance committee, and given a mule and two hours in which to leave town. He said: "If this yere mule don't balk, I don't want but five minutes." (Laughter.) No wonder that I changed the sentiment. The chairman of the Committee of Arrangements requested me to investigate local organizations. Some of you fellows did that a little over thirty years ago. What did you find out? Some of you did it since you have been here, and have gone from the police court to the penitentiary in one day. You do not catch me on that. In the olden time, I recollect there was an old woman teaching the children a Sunday school lesson. She had great difficulty in impressing upon them the facts of ancient history as recorded in the Good Book. She stood them in a row, and said to the first boy, "Who made you?" He did not know, and she told him, God. To the next boy she asked, "Who was the first man?" He did not know, and she told him, Adam. And then she went down the list, giving the boys this lesson. She wished to know if they remembered the lesson, and called the first boy up and asked him, "Who made you?" He answered, "Adam." "No," she said. "Yes, he did, because that little boy God made just went out." The little boy that God made settled in Virginia. (Applause.) And the descendants of this little boy have spread from the valleys and from the hills of this broad country, until you find them in all parts of this bright and happy land, where they are not bound by rules and regulations nor constitutions and by-laws, and where contracts are not written, but whose word is as sacred as if written in gold upon the firmament of heaven. These are the folks. Where

the people are, God knows. I had a notion they lived in New England, but I remembered something about Bunker Hill, Lexington, Concord and the Old South Church, Faneuil Hall, and found they were folks too. I found that the thing that makes people folks is when they live by principle and not by facts and figures. What made Gen. Grant the hero of our people? The tributes of crowned heads? The magnificent ovations given him by foreign countries? No. It was this: "If you do not maintain the terms of the surrender, my sword shall be turned against you." (Applause.) In your beautiful cemetery, which ornaments the eastern part of your city, is a broad level tract of beautiful sward; beautiful, notwithstanding the drought, surmounted by a pillar, "The Unknown Heroes of Gettysburg." The bodies of these men and this monument erected by the women of Richmond, when they were almost starving for the necessities of life. These are folks. (Applause.) May we live as an association and as a people as long as we are worthy to be "folks," and do not let us look for any "people" among us. I will close my five minutes in quoting a simple classic epic:

If you and your folks
Love me and my folks,
Like me and my folks
Love you and your folks,
There never were folks,
Since folks were folks,
Loved folks
Like you and your folks
Love me and my folks.

(Applause.)

TOAST—"THE PROPRIETARY ASSOCIATION."

Responded to by Mr. Thomas Dolber, of Boston.

The Toastmaster—Ladies and Gentlemen: We will now go backward. The next toast is "The Proprietary

Association," which is an integral part of our own association. To respond to that toast I propose to introduce to you a medical discovery, one of those beautiful pictures that you have seen so often dropped at your door, with the statement under them, "They have taken Mellin's Food." No emaciated, puny child, but the president of the Proprietary Association of America, Mr. Thomas Doliber of Boston. (Applause.)

Mr. Doliber—Mr. Toastmaster, Ladies and Gentlemen: I never before realized how true it is that "We are advertised by our loving friends." (Applause.) Once on a time, as we read in the tales of the "Arabian Nights," there were three brothers, each of whom loved one princess, a princess such as we see many among us to-night. (Applause.) They were told that they must all go away on a journey, and each should see what he could do to merit the princess, and have her for his wife. To each one was given a gift. To the first a mirror, and by looking into this mirror he could see exactly the form and condition of any person; he could see there the princess and know exactly how she was. To the other was given a carpet, and when he stood on that carpet he could instantly be in any part of the world that he wanted to be. To the third was given a crystal casket, and that crystal casket contained a remedy for every ill that flesh is heir to, and, by applying the contents of the casket, any disease could be cured. Now you know that this story was prophetic. The first gift was a telegraph; it has been realized in the telegraph of to-day. By it we can at any moment ascertain the condition of any person. The second gift has been realized in the steam railroad, and you know that by that we can be at any point in the world at any moment that we wish to be; and I am here to-night to tell you that now the third gift is realized in the proprietary article, the patent medicine (applause),

and the crystal casket in modern language is a glass bottle (humor), and when we Pierce the cork we find in it "the favorite prescription" for every little liver, in the form of small globules. Speaking of the little liver pills reminds me of the time when I first became acquainted with the proprietary business. It was when I was a small boy about 14 years of age. I was, in fact, a little liver. It was in the shop that I went to learn the business before school in the morning, between school at noon and after school at night. My preceptor showed me a box of pills and he said: "These are Lee's pills, and they are in this flat tin box, and you are to sell them at two for a cent; but when anybody asks for the genuine Lee's pills, then you must take them out of the long tin box, and they are a cent apiece." So you see that, even as long ago as that, there were substitutions and counterfeits and imitations, and one kind was two for a cent and the other was a cent apiece. These pills, as I remembered them, were as big as a Champion of England pea and rolled in licorice powder. I never bought any of them. (Laughter.) Well, from Lee's Pills to Carter's Little Liver Pills is a long stretch. Just think what improvements have been brought about in this business since those days. Why, I remember when I was at the age I just stated, and sometimes I was afflicted with an ailment which my elders sarcastically called the "school bellyache"—I remember the three cents' worth of senna which was bought and compounded into a terrible concoction, filling a pint bottle, which I had to take. (Laughter.) Think how they manage that thing nowadays. The senna is elegantly prepared. It is put into the crystal casket, and it is given a name so much like that other terror that I wonder we ever take it, but we do. I cry for it: my children cry for it; my grandchildren cry for it. The other day I went into Crittenton's, in New York; it was

when our friend Wells was there (applause); he had not left then and gone on another career. He took me into the basement and showed me on the shelves in one portion of the basement a row of proprietary medicines that had become obsolete. Oh, it was like the renewing of old times to see those names—Aldrich's Balm of Life.

Did you ever hear of that (humor), Mrs. Brown's Metaphysical Discovery, Poor Richard's Eyewater, and a lot more? As I looked at them it seemed to me that I was gazing at the sticky flypaper of the ages and could see it dotted over with the mistakes of a generation. Victims, my friend on the right says. These things have had a temporary flight, but when they touched as much as one toe down they never arose again. Why do you suppose they never did? Did they lack merit? Did they fail to fill a long-felt want? Did they lack adequate publicity, or all of these things? But, speaking of adequate publicity, I do not know what it is, but it occurs to me to ask you if you have considered when you are reading your ten-volume Sunday newspaper which you buy for five cents, why it is that you are able to buy it for five cents—a paper which costs the publishers ten cents to issue? Well, it is because the man who is doing the adequate publicity business pays the other five cents. (Laughter.)

Mr. Toastmaster, you have been so kind as to ask me to speak for the Proprietary Association. I am proud to say that I was re-elected the president of the Proprietary Association. (Applause.) The Proprietary Association is fifteen years old. It is a little liver, but it has a future before it. I realize that I occupy the chair that has been filled by Pierce, Crittenton and Humphreys. The Proprietary Association was organized for the purpose of bringing about the repeal of the stamp tax. Mr. Toastmaster, I am from Massachusetts, and I stand in Virginia;

but when I say that that organization was instituted to effect the repeal of the stamp tax, surely these words ought to awaken patriotic memories. I stood to-day where Patrick Henry stood when he made his great speech which is known and has been repeated in every school house in the land, and I thought that the times in some respects are not changed much to-day from what they were then. When I hear all the reports about substitution and imitation and counterfeits and newspaper rates I am inclined to say, gentlemen, "Peace, peace, but there is no peace!" We have other duties to perform for the Proprietary Association. The Proprietary Association means to try to bring about a change in the Constitution of the United States, so that it shall favor and be prepared to regulate the use of trademarks. We want to have uniform legislation in every state covering trademarks, and we are going to labor for those ends, and possibly when they are accomplished, we may be able to say, still with the Arabian Nights, that we have rubbed the Aladdin's lamp and "Lo! the Genii is here." (Applause.)

TOAST—"WOMAN."

Responded to by Dr. J. Allison Hodges, of Richmond.

Toastmaster—Our next toast is to her we love the most. No banquet would be complete without the toast to "Woman." No banquet should be considered complete without women (applause). The gentleman that I have the honor to introduce to-night to respond to this toast, I am informed, possesses one of the qualifications of women, for they do say he can hypnotize you. I have the honor of introducing Dr. J. Allison Hodges, of this city. (Applause.)

Dr. J. Allison Hodges—Mr. Chairman: I appreciate, sir, what you have said, and I desire to thank you for the

courtesy of this invitation to address your guests, for, sir, while it has been both my pleasure and my misfortune to have addressed the subject of the toast that is assigned to me, still, as you are aware, sir, circumstances are such at present that I am not free to indulge in that role now, unless it be upon such public occasions as this. And, Mr. President, if I should hypnotize this audience—which it is impossible for me to do in any sense—or if my tongue should "balk," as has been stated here to-night, I declare to you that, as a Virginia gentleman, I will not unloosen it here in this banquet hall with simple water. (Laughter.)

Mr. President, after listening to the able gentlemen who have preceded me to-night, and when I know that I am not president of any wholesale druggists' association or proprietary association; when I know that I am not a governor, nor a senator, nor a consul-general, or general, indeed I must feel that I have been indeed misplaced by your committee. I cannot but imagine, sir, that they and you must simply desire a rest and a change; but I hope, gentlemen, that you will not have the same experience a patient of mine recently had, whom I ordered to a fashionable resort last summer for change and rest. Meeting him the other day upon the street, and seeing that he was looking a little worn and weary after his outing, I inquired of him if he had been where I directed, and if he had had the rest and change I prescribed. He remarked: "Oh, yes, I experienced rest and change; for the hotel proprietor got all my change and the bell boy all the rest." (Laughter.)

Gentlemen, I certainly hope, and am confident, that in this great hostelry no such fortune has been yours, and I am free to say to you that as citizens of this favored city we are proud to have you with us, and we indulge the hope that you may yet again become guests of ours. Indeed, our

city, gentlemen, feels indebted to you for coming—unless it be the physicians of Richmond, for since your advent among us there has been but a minimum of sickness among our people (laughter)—and I can say to you, gentlemen, that it would be difficult to expect otherwise, for have you not seen a moment ago a living exemplification of the fact that Mellin's Food makes a "big liver" (laughter); and have you not in your presence here to-night Lydia Pinkham, with his panacea for health; and have you not Warner, with his "Safe Cure;" and have you not Williams, with his "Pink Pills for Pale People?" The hotel people tell me, indeed, that these days they are serving nothing unless it be "malted" or "predigested" or "sterilized" or "whiskyized." (Laughter.)

I have had a difficult task imposed upon me, ladies and gentlemen. I am free to say that I am not a postprandial orator, such as have preceded me, and I do not hesitate to say that I am willing to tell you of some of the difficulties that I have had to contend with since I was appointed yesterday to respond to this toast. The committee first told me I must make a speech upon woman, but that I must, under no circumstances, say anything that had ever been said about women before; and now, gentlemen, you can appreciate what I have had to contend with. But I wanted to oblige these gentlemen, who are the very stay and worth of our community, and I would do anything for them; and so I went to work and I wrote out a speech that I thought would exactly suit the occasion. I told about the old woman and the new woman, and the bicycle woman, and I threw in a few jokes for good measure. Then I thought I would take it down to some of my retail and wholesale druggist friends and read it over to them and see if it was all right, but I hadn't gotten half through my discourse before one of them stopped me and

said: "For goodness sake, don't give that speech; it is exactly the same that Mrs. R. W. Powers wrote for the chairman of the entertainment to give last year, and it caught the hearts of the ladies and brought them to this city." (Laughter.) Then, gentlemen, you could imagine that I would under no circumstances take the least credit from the honorable chairman of this Entertainment Committee, and I went to work again, and the chairman of the committee said to me: "Now you will have an easy job, for no ladies will be there and you can say anything in God's world you please to the men"; but behold, gentlemen, how I am handicapped this night! (Laughter.) I started out among the wholesale druggists of the city to get some of their experiences upon this woman question and detail them to you, and as much as I enjoy having the women present with us to-night, I certainly wish I could tell you some of those experiences that the wholesale druggists gave me. In fact, if the ladies will not listen, but will go ahead and talk for a few minutes, I will tell you gentlemen some of the things that were told to me, and which I was given liberty to repeat at this gentlemen's banquet. One of the things, for instance, that Mr. Taylor told me was this: "Now," he said, "you can say to these gentlemen that it is a great thing to be married; it is a great thing, especially so to the young men, who under no circumstances should go away from here without taking unto themselves the grandest and greatest of all the Old Dominion's gifts—one of her lovely and beauteous daughters." (Applause.) And then he said something to me about matrimony—I could not exactly catch the point—but what he said was something like this: That matrimony was like Masonry, that you never knew anything about it until you got into it, and then you were sworn never to tell what was in it. (Laughter and applause.)

Other of our druggist friends were just as kind as my friend Mr. Taylor, and Brother Purcell, Ladd & Co., in speaking to me of the condition of woman and of her creation, told me that he believed in the law of heredity, for, said he, "women were created after man; that is a fact, and in my experience she has been after him ever since." (Laughter.) Brother Miller also, in speaking to me of the comparative mentalities of men and women, said that he did not know about this fact of whether woman had a stronger mind than man, but he believed it to be an indisputable fact that woman certainly must have a cleaner mind than man, for, said he, "she changes it so much oftener." (Laughter.) Brother Owens and Minor also spoke to me of the peculiarities of some of their women customers, and related one instance to me. For example, he said: "A woman—a real woman—came into my store the other day, and she said to me: 'Mr. Minor, can you give me any of those X-rays?' She said: 'These wholesale and proprietary druggists have advertised them so much, and I have had the rheumatism so long, that I just thought I would come to you and ask you to give me a sample bottle.'" He said he filled the order, as all accommodating druggists should do. (Laughter.) And my friend here on the left a moment ago suggested to me a splendid scheme. He said the best thing to do—he is not a druggist, but he understands druggists' ways—if you get in late at night from a banquet such as this, with your breath perfumed with a mixture of a little Sec, a little Mumm and a little rum, and your wife smells it and says, "Where have you been?" just say to her: "My dear, I have just received a letter from Cuba, and it has been fumigated because it came through the yellow fever district." (Laughter.)

Now, gentlemen, although the presence of the ladies has disconcerted me in my little talk, I know you all join with me in giving them a gracious, a hearty and a bountiful welcome on this occasion, for I would as soon expect a star in yonder heavens to stagger and to fall, as for any chivalric gentleman to prove unresponsive to woman's beauty and woman's presence. Woman, in her purity and in her fidelity, is the most beneficent gift from the creative hand of God.

"As flowers beneath May's footsteps awaken,
As stars from night's loose hair are shaken,"

so the most vivid joys which perfect the life of man spring wherever her gentle step is heard, and wherever her gentle presence distills its rarest benediction of love upon the responsive heart. I might speak to you of every attribute that characterizes man, and yet the woman has all these and more, for her virtue and her faith have been the controlling power of the world, and the bond 'twixt heaven and earth. Woman is nearer the divine than man, and there is no more authentic gauge or metewand of civilization than the position which is accorded her in different countries, and even in different sections of our common country, for whom true worth is known and appreciated wherever high and dazzling ideals are recognized and valued, and wherever the myriad tongues of loyal sons shall speak, a woman will be regarded as the reigning queen of the earth, the morning star of man's infancy, the day star of his manhood and the evening star of his old age. (Applause.)

In all the sincerity of my heart I wish I could say something or conceive of something worthy of the grand principles that have ever animated the sex, and which have in the past claimed as their grandest distinction their championship of right. Most gladly would I bind my prettiest

thought into bouquets and lay them at their feet to-night, because I would honor their heroic virtues in the past. The women of Poland stripped from their bare necks and their fingers the glittering jewels that adorned them and cast them into the treasury of their impoverished country; but your grandmothers and your mothers, having no jewels, melted their pewter spoons into bullets and sent their sons to fight freedom's cause. If you would know the meaning of woman, I would have you turn back, not to pages of history, but to the pages of memory, and it will be reserved for the true mother to receive the most beautiful jewel in that grand coronet of beauteous womanhood. They talk about a woman's sphere, as though they had a limit. There is not a past to mankind given; there is not a blessing or a reward; there is not a whispered yes or no; there is not a life or death or birth that has a feather's weight of woe, without a woman in it. (Applause.)

TOAST—"THE PRESS."

Responded to by Mr. John M. Peters, of New York City.

The Toastmaster—Our next toast is to the Power Behind the Throne in this country. I give you the press. I introduce to you a gentleman not only identified with the fifth estate, but one who is a useful and honored and respected member of the N. W. D. A., Mr. John M. Peters.

Mr. Peters—Mr. Toastmaster, Ladies and Gentlemen: In view of the fact that my name appears as one of the Committee of Arrangements and Entertainment for this affair, I had hoped that your toastmaster would explain that the arrangement of toasts and the selection of speakers had been left entirely in his hands by the committee, and I therefore was in no way responsible for having put up this job on you by assigning myself a place in the list of speakers this evening.

I sympathize with the governor and Gen. Lee in the embarrassment which they feel, but I should not have mentioned it if they hadn't. In that respect I am like the Hebrew who sat upon the end of the dock fishing, when a man beside him fell overboard, and every time he rose to the surface shouted that he couldn't swim. "Neither can I," said his erstwhile companion on the dock, "but I ain'd braggin' about it!" I was much interested in what the governor told us about the amalgamation of races of early settlers, which his excellency said had gone to make up the sturdy Virginian, because he mentioned Irish as one of them, and being from New York this explained to me how it was that Virginia had captured so many more offices than any other of the states.

A wiser man than I would probably have hesitated longer than I did before accepting the very flattering invitation to make an after-dinner speech in this stronghold of oratory, but when I reflect that no utterance of the gifted Patrick Henry, whose famous speech has lent historic interest to one of the temples of this city, or of Thomas Jefferson, whose eloquence is indissolubly associated with the greatness of this commonwealth and of this nation; or of any of the later and almost equally famous orators of the Old Dominion has ever taken a deeper hold upon the hearts of the American people than did the now famous remark which the governor of North Carolina once addressed to the chief executive of an adjoining state, I still have hopes that my own effort may not be wholly overlooked by the historians of this occasion, and I at least have the satisfaction of knowing that I am included in the "and others" with which the reporters close their lists of distinguished speakers.

When I look about this assemblage and realize to what an extent it is made up of the editors of those high-classed pharmaceutical publications, which are issued as adjuncts

to the cigar departments of a large share of the jobbing houses of the country, and of those literary geniuses who are banded together in the Proprietary Association, and whose contributions to the daily and weekly press of the country have made their names household words in homes where Horace Greeley and George W. Childs were never heard of, I cannot help feeling that in complimenting the press you are after all simply throwing bouquets at yourselves. I may not be as familiar with the classics as a man should be who attempts to fill even a small niche in journalism, but I will back at even money some of the literary efforts of our friends in the Proprietary Association against any old classic you may name, and if you will let me pick the starters I will give odds.

Take, for illustration, that celebrated effort of Shakespeare, the "Seven Ages of Man." You all know how he starts out with the infant whose stomach is in a condition which would hardly have been possible in these days of sterilized milk and other artificial foods, the good effects of which are illustrated in the pages of every monthly magazine by the portraits of chubby children, singly, in pairs and even triplets, with an occasional good-looking mother thrown in by way of verification, and how, after dragging him through seven distinct ages, he finally winds him up without any teeth or anything else worth mentioning. Now, contrast this with what the Castorian bard has done in those symmetrically arranged lines, which are familiar to every reader of the daily newspaper:

> When baby was sick, we gave her Castoria.
> When she was a child, she cried for Castoria.
> When she was a miss, she clung to Castoria.
> When she had children, she gave them Castoria.

Now, there you are, gentlemen; there is the whole business. It may not be poetry, but it sums up in four lines what it took the immortal English bard three inches of solid

nonpareil to say. It tells the whole story of the drama of life, in which Castoria holds the center of the stage most of the time, even though it may not always have the signature of Charles H. Fletcher on the wrapper.

Another instance of the advancement of human knowledge which is due to your efforts occurs to me when I read that most charming of all novels, "The Vicar of Wakefield." You recall the familiar stanza with which Goldsmith embellished one of its chapters, and beginning, "When lovely woman stoops to folly," and know he questions her ability to find balm for that melancholy which he attributes to man's inconstancy. When I read these pathetic lines I cannot help feeling that the great poet and philosopher—who, by the way, was also a physician—got into the game a little more than a century too soon. Had he lived in our day and generation, and been permitted, as we have been permitted, to read the essays to which our friend, the sage of Lynn, Mass., gives utterance in ten-inch double-column spaces in several thousand newspapers, he would have realized that it was not so often the perfidy of man that was "the matter with Hannah" as it was her failure to fully understand and comprehend the intricate designs of her Creator. Had she been privileged to confide her woes to the sympathetic ear of Mrs. Pinkham, or any of the discreet females who constitute her cabinet, modern literature assures us that she would have found balm for her melancholy, and her smiling face might have graced the columns of the leading religious and secular publications of the day.

Examples of this sort could be multiplied indefinitely, but these are sufficient at least to prove my appreciation of what you are doing for current literature.

A great deal is expected of the press nowadays. The average man finds fault with his newspaper if it has not

all the news, and then finds fault with it if it publishes something that he would have preferred to suppress. He is not as philosophical in this respect as was the Boston gentleman of whom I heard not long ago.

It appears that a certain Col. Clark, who lived in one of the suburbs of Boston and was prominently identified with one of the leading churches, being incidentally a liberal contributor to its funds, was a breeder of fast horses and was very fond of racing them. It happened one time that the church with which the colonel was connected called a new minister, who, in his very first sermon, took occasion to inveigh in very positive terms against horse-racing and kindred sports. After the sermon one of the deacons told him that, while he admired the discourse very much, it was rather unfortunate that he should have taken the occasion to say what he did concerning fast horses for the reason that Col. Clark, one of the most valued members of the congregation, was an enthusiastic patron of horse-racing. The dominie naturally felt somewhat embarrassed, and at the first opportunity called upon the colonel and said to him: "Colonel, I believe I owe you an apology, not for what I said about horse-racing in my sermon on Sunday, because that was my honest conviction, but for the manner in which I said it, and which may have seemed a direct reflection upon you as a member of the congregation." "My dear sir," said the colonel in reply, "don't let that worry you for a moment; it's a damned poor sermon that doesn't hit me somewhere."

But I know, gentlemen, that I need indulge in no apology for or encomiums of the press to make you appreciate its value. The publishers of ten thousand newspapers can swear as fervently as they swear to their circulation that this appreciation is inborn in most of you. You have been a godsend to a great many metropolitan dailies and

to a still larger number of obscure rural "patent-insides." In referring to "patent-insides," I refer, of course, to the class of publications thus technically known, and not to any modification of the human anatomy due to your efforts.

The press, as a whole, is as appreciative of your contributions as you are of its value as a medium of communication with the public, and it only remains for me, on its behalf, to thank you for the compliment of this toast, and, for myself, to express my grateful acknowledgment of your very courteous attention.

Chairman Purcell then declared the banquet closed, and the company joined in singing "Auld Lang Syne" as they left the festive halls.

ROSTER OF THE CONVENTION.

Following is a complete list of those present and registered:

C. N. Anderson, delegate M. S. P. A., Detroit, Mich.
William O. Allison, Oil, Paint and Drug Reporter, New York.
William O. Blanding, Blanding & Blanding, Providence, R. I.
Irving J. Benjamin, American Druggist, New York.
E. H. Buehler, E. H. Buehler, Chicago.
T. Roberts Baker, delegate A. P. A., Richmond, Va.
Franklin Black, Chas. Pfizer & Co., New York.
Wallace G. Brooke, St. Louis Republic, St. Louis, Mo.
Albert Bruen, Bruen, Ritchey & Co., New York.
J. Lansing Bodeker, Bodeker Bros., Richmond, Va.
M. L. Barrett, M. L. Barrett & Co., Chicago.
C. L. Baker, John J. Thomsen's Sons, Baltimore.
F. S. Calhoun, F. S. Calhoun & Co., New Haven.
Fred. L. Carter, Carter, Carter & Meigs, Boston.
N. L. Carter, Resinal Chemical Company, Baltimore.
Thomas P. Cook, N. Y. Quinine & Chemical Company, New York.

D. W. Cressler, Burke Medicine Company, Chicago.
Chas. W. Cheney, Doliber-Goodale Company, Boston, Mass.
Thomas S. Couser, Credit and Collection, New York.
D. M. Cowan, Plimpton, Cowan & Co., Buffalo, N. Y.
S. H. Carragan, Parke, Davis & Co., Detroit, Mich.
W. T. Case, Boehringer & Soehne, New York.
W. L. Cliffe, delegate Pennsylvania State Pharmaceutical Association, Philadelphia.
John N. Carey, Daniel Stewart Co., Indianapolis, Ind.
Chas. Cook, Cook, Everett & Pennell, Portland, Me.
John W. Cox, Antikamnia Chemical Company, St. Louis, Mo.
A. W. Claflin, Geo. L. Claflin & Co., Providence, R. I.
H. W. Cole, delegate V. S. P. A., Danville.
T. E. Crossman, official stenographer, New York.
H. R. Cheers, Wm. R. Warner & Co., Philadelphia, Pa.
Thos. M. Curtius, Thos. M. Curtius, New York.
Thomas Doliber, Doliber-Goodale Company, Boston, Mass.
H. S. Dulaney, Chas. A. Vogeler & Co., Baltimore.
James E. Davis, Williams, Davis, Brooks & Co., Detroit.
E. E. Dickinson, E. E. Dickinson & Co., Essex, Conn.
Alfred R. L. Dohme, Sharp & Dohme, Baltimore.
L. R. Dronberger, Thurston & Bradisch, New York.
Henry Dalley, Jr., Lazelle, Dalley & Co., New York.
Walter G. Dobbs, John Lucas & Co., Philadelphia.
H. H. Eliel, Lyman-Eliel Drug Company, Minneapolis, Minn.
Isaac E. Emerson, Emerson Drug Company, Baltimore.
H. L. Ensign, National Advertising Company, New York.
W. D. Faris, H. J. Baker & Bro., New York.
M. M. Fenner, M. M. Fenner, Fredonia, N. Y.
F. A. Faxon, Faxon, Horton & Gallagher, Kansas City.
J. C. Fox, McPike & Fox, Atchison, Kan.
E. C. Frisbie, Talcott, Frisbie & Co., Hartford, Conn.
Chas. C. Goodwin, Geo. C. Goodwin & Co., Boston, Mass.
Sam H. Gunder, Dean Plaster Co., Yonkers, N. Y.
E. W. Griffith, Scott & Bowne, New York.
John A. Gilman, Gilman Bros., Boston.
Harry B. Gilpin, Gilpin, Langdon & Co., Baltimore.
Henry W. Goodwin, Boston, Mass.
Brent Good, New York.
O. J. Gude, O. J. Gude Company, New York.
Thomas P. Haley, Peacock Chemical Company, St. Louis.

C. E. Harrington, Pharmaceutical Era, New York.
Fred. E. Himrod, Himrod Manufacturing Company, New York.
Geo. F. Henry, Marx & Rawolle, New York.
F. S. Henry, Hall & Ruckel, New York.
A. S. Hinds, Portland, Me.
William A. Hammann, Roessler & Hasslacher Chemical Company, New York.
James B. Horner, J. B. Horner, New York.
Chas. Hubbard, Chas. Hubbard, Son & Co., Syracuse, N. Y.
J. H. Holman, Ely, Lilly & Co., Indianapolis, Ind.
C. S. Houghtaling, Advertising Company, New York.
S. B. Hartman, Peruna Drug Manufacturing Company, Columbus, Ohio.
W. A. Hover, W. A. Hover & Co., Denver, Col.
E. J. Hersey, S. V. & F. P. Scudder, Brooklyn.
Dr. W. R. Hayden, New York Pharmaceutical Company, Bedford Springs, Mass.
A. M. Hance, Hance Bros. & White, Philadelphia, Pa.
D. O. Haynes, Pharmaceutical Era, New York.
H. B. Harding, Humphrey's Homeopathic Remedy Company, New York.
N. G. Iglehart, Chicago Freight Bureau, Chicago.
J. H. Jefferies, Jefferies Glass Works, Philadelphia and New York.
C. S. Jones, Powers & Weightman, Philadelphia.
R. S. Johnson, Merck & Co., New York.
H. T. Jarrett, Mallinckrodt Chemical Works, St. Louis.
J. J. Jones, Doliber-Goodale Company, Boston.
M. W. Joslyn, Geo. C. Goodwin & Co., Boston.
H. W. Jayne, Barrett Manufacturing Company, Philadelphia.
J. S. Kinnan, Walding, Kinnan & Marvin, Toledo.
Geo. A. Kelly, Geo. A. Kelly & Co., Pittsburg, Pa.
Geo. A. Kelly, Jr., Geo. A. Kelly & Co., Pittsburg, Pa.
M. N. Kline, Smith, Kline & French Company, Philadelphia, Pa.
Joseph R. Kathrens, Pabst Brewing Company, Milwaukee, Wis.
Howard Kirkland, N. Y. Quinine & Chemical Company, New York.
C. M. Knox, Owens & Minor Drug Company, Richmond.
Julius Koehler, Fritzsche Bros., New York.
W. B. Kaufman, Parke, Davis & Co., New York.
Clarence C. Leadbeater, E. S. Leadbeater & Sons, Alexandria, Va.
Thomas Lord, Lord, Owen & Co., Chicago.

N. Ashley Lloyd, Lloyd Bros., Cincinnati, Ohio.
Peter R. Lance, Wm. R. Warner, Philadelphia.
C. S. Littell, R. W. Robinson & Son, New York.
Albert B. Lambert, Lambert Pharmaceutical Company, St. Louis.
Joseph Leeming, Thomas Leeming & Co., New York.
G. W. Lattimer, Kaufman, Lattimer & Co., Columbus, Ohio.
T. R. L. Loud, Merck & Co., New York.
Geo. Merrell, Wm. S. Merrell Chemical Company, Cincinnati, Ohio.
A. F. Murray, Murray & Nickel Manufacturing Company, Chicago.
W. H. Marshall, Strong, Cobb & Co., Cleveland, Ohio.
G. H. Martin, Merck & Co., New York.
G. G. Minor, Owens & Minor, Drug Company, Richmond, Va.
H. D. Martin, Mallinckrodt Chemical Works, St. Louis.
James McCord, Jas. McCord, La Crosse, Wis.
Thomas F. Main, Tarrant & Co., New York.
William J. Mooney, A. Kiefer Drug Company, Indianapolis.
A. Cressy Morrison, Scott & Bowne, New York.
A. B. Merriam, Minneapolis, secretary N. W. D. A.
Theo. F. Meyer, Meyer Bros. Drug Company, St. Louis.
Daniel Myers, Benton, Myers & Co., Cleveland, Ohio.
Dr. R. V. Mattison, K. & M., Philadelphia.
S. M. Moneypenny, S. G. McCotter & Co., New York.
Dr. Murray, Murray Drug Company, Columbia, S. C.
John McKesson, McKesson & Robbins, New York.
L. E. Mulford, Bauer & Black, Chicago, Ill
W. S. Mellen, Mound City P. & C. Co., St. Louis.
T. A. Miller, Richmond, delegate A. Ph. A.
H. C. McIlvaine, McIlvaine Bros., Philadelphia.
F. A. Martins, Porous Plaster Company, New York.
Geo. A. Newman, Syrup of Figs Company, Louisville, Ky.
Daniel R. Noyes, Noyes Bros. & Cutler, St. Paul.
H. H. Osgood, Lee & Osgood, Norwich, Conn.
Fred M. Odena, Parke, Davis & Co., Detroit.
Chas. H. Pettet, Robinson-Pettet Company, Louisville.
J. B. Purcell, Purcell, Ladd & Co., Richmond.
W. J. Pinckney, Himrod Manufacturing Company, New York.
L. L. Pope, The Lawrence Williams Company, Cleveland.
C. H. Pinkham, Lydia E. Pinkham Medicine Company, Lynn, Mass.
John M. Peters, Oil, Paint & Drug Reporter, New York.

Dr. R. V. Pierce, World's Medical Dispensary, Buffalo.
R. W. Powers, Powers-Taylor Drug Company, Richmond, Va.
Dr. V. Mott Pierce, Powers-Taylor, Drug Company, Richmond, Va.
R. Pyatt, Rogers & Pyatt, New York.
Chas. E. Potts, Potts Drug Company, Wichita, Kan.
J. P. Palmer, Warner's Safe Cure Company, Rochester, N. Y.
H. D. Reynolds, American Journal, New York.
A. C. Robertson, Walther-Robertson Drug Company, Pittsburg, Pa.
A. Frank Richardson, T. A. Slocum & Co., New York.
Alfred E. Rose, J. C. Ayer Co., Lowell, Mass.
Geo. M. Simonson, Pharmaceutical Era, New York.
C. W. Snow, C. W. Snow & Co., Syracuse, N. Y.
Clayton F. Shoemaker, Shoemaker & Busch, Philadelphia.
Thos. E. Shoemaker, R. Shoemaker & Co., Philadelphia.
F. H. Sloan, Dodge & Olcott, New York.
H. S. Sears, Billings, Clapp & Co., Boston.
Otto Stein, Stein-Vogeler Drug Company, Cincinnati.
G. D. Searle, Searle & Hereth Company, Chicago.
H. M. Sharp, Dr. D. Jayne & Son, Philadelphia.
I. A. Solomons, Solomons & Co., Savannah, Ga.
John J. Sourwine, delegate M. S. P. A., Escanaba, Mich.
G. F. Sichelsteil, Jr., W. J. Gilmore & Co., Pittsburg.
E. J. Schall, Meyer Bros. Drug Company, St. Louis.
F. W. Schumacher, Behrens Drug Company, Waco, Texas.
W. A. Sailor, John Weyeth & Bro., Philadelphia, Pa.
John F. Sprague, Sharp & Dohme, Baltimore.
Henry R. Strong, National Druggist, St. Louis.
Clarence G. Stone, Doliber-Goodale Company, Boston, Mass.
W. A. Talbot, Piso Company, Warren, Pa.
E. D. Taylor, Powers-Taylor Drug Company, Richmond, Va.
H. N. Timolat, Oakland Chemical Co., New York.
J. E. Toms, secretary Proprietary Committee, Philadelphia.
W. S. Thompson, W. S. Thompson, delegate A. Ph. A.
Alonzo L. Thomsen, John J. Thomsen's Sons, Baltimore.
F. L. Upjohn, Upjohn Pill and Granule Company, New York.
Granville G. Valentine, Valentine Meat Juice Company, Richmond.
H. L. Valentine, Richmond, Va.
T. Van Natta, Van Natta—Lynds Drug Company, St. Joseph, Mo.

M. Ward, Ward Bros., Indianapolis.
W. J. Walker, Walker & Gibson, Albany, N. Y.
Henry Whiteley, Whiteley & Co., Bridgton, N. J.
J. T. Wetherald, Comfort Powder Company, Hartford, Conn.
Chas. F. Weller, Richardson Drug Company, Omaha, Neb.
William R. Warner, Jr., William R. Warner & Co., Philadelphia, Pa.
W. J. Walding, Walding, Kinnan & Marvin, Toledo, Ohio.
W. M. Warren, Parke, Davis & Co., Detroit, Mich.
F. E. Watermeyer, Fritzsche Bros., New York.
W. W. White, Roessler & Hasslacher, New York.
O. C. Wolcott, W. G. Dean & Son, New York.
Henry Wilson, Oil, Paint & Drug Reporter, New York.
Louis Yakel, Kohler Manufacturing Company, Baltimore, Md.
C. B. Zeilen & Co., Philadelphia, Pa.
And 20 others from Richmond.

The following named ladies were registered from out of the city:

Mrs. F. Aschenbach, Philadelphia.
Mrs. C. N. Anderson, Detroit.
Mrs. W. O. Allison, New York.
Mrs. Albert Bruen, New York.
Mrs. W. O. Blanding, Providence, R. I.
Miss Grace Benjamin, New York.
Miss S. S. J. Benjamin, New York.
Miss Buehler, Chicago.
Miss Betts, New York.
Mrs. Bodeker, Richmond, Va.
Mrs. F. S. Calhoun, New Haven.
Mrs. O. S. Coffin, New York.
Mrs. Thos. S. Couser, New York.
Miss Couser, New York.
Mrs. D. M. Cowan, Buffalo, N. Y.
Mrs. John M. Carey, Indianapolis.
Mrs. Chas. Cook, Portland, Me.
Mrs. Thos. Doliber, Boston.
Mrs. A. H. Duncan, St. Louis.
Mrs. E. E. Dickinson, Essex, Conn.
Mrs. Coray Linn Daniels, Wrentham, Mass.
Mrs. L. R. Dronberger, New York.
Mrs. W. D. Faris, New York.

Mrs. G. A. Fuller, New York.
Mrs. M. M. Fenner, Fredonia, N. Y.
Miss Frisbie, Hartford, Conn.
Miss Evelyn Grove, Cleveland.
Mrs. Chas. C. Goodwin, Boston.
Mrs. E. F. Goodwin, Boston.
Miss A. P. Goodwin, Boston.
Mrs. E. D. Griswold, New York.
Mrs. F. D. Griswold, New York.
Miss M. Gray, New York.
Mrs. H. W. Goodwin, Boston.
Mrs. A. S. Hinds, Portland, Me.
Miss Horner, New York.
Mrs. Jas. Holman, Indianapolis.
Mrs. W. R. Hayden, Bedford Springs, Mass.
Mrs. A. M. Hance, Philadelphia.
Mrs. C. S. Houghtaling, New York.
Mrs. N. T. Jarrett, St. Louis.
Miss B. P. Joslyn, Boston.
Mrs. H. W. Jayne, Philadelphia.
Mrs. E. F. Jayne, Philadelphia.
Mrs. Geo. A. Kelly, Pittsburg.
Miss Kelly, Pittsburg.
Mrs. M. N. Kline, Philadelphia.
Mrs. J. S. Kinnan, Toledo.
Mrs. Catherine M. Lower, Chicago.
Miss Annie W. Lower, Chicago.
Mrs. C. S. Littell, New York.
Mrs. Geo. Merrell, Cincinnati.
Mrs. M. Campbell, Philadelphia.
Mrs. Helen Matchett, New York.
Mrs. James McCord, La Crosse, Wis.
Mrs. R. V. Mattison, Philadelphia.
Mrs. Jno. McKesson, New York.
Miss G. A. Newman, Louisville, Ky.
Mrs. H. H. Osgood, Norwich, Conn.
Mrs. W. J. Pinckney, New York.
Mrs. L. L. Pope, Cleveland.
Mrs. C. H. Pinkham, Lynn, Mass.
Mrs. J. M. Peters, New York.
Mrs. H. H. Parsons, New York.

Mrs. R. V. Pierce, Buffalo, N. Y.
Mrs. Chas. E. Potts, Wichita, Kan.
Mrs. A. A. Stilwell, New York.
Miss Atte Stilwell, New York.
Miss Ethel Stillwell, New York.
Mrs. C. W. Snow, Syracuse.
Miss C. L. Snow, Syracuse.
Mrs. C. F. Shoemaker, Philadelphia.
Miss Alline Sloan, New York.
Mrs. O. Stein, Cincinnati.
Mrs. H. M. Sharp, Philadelphia.
Miss Florence W. Sharp, Philadelphia.
Mrs. I. A. Solomons, Savannah, Ga.
Mrs. E. J. Schall, St. Louis.
Mrs. A. E. Rote, Lowell, Mass.
Mrs. W. S. Thompson, Washington.
Mrs. C. H. Pettet, Louisville.
Mrs. T. F. Van Natta, St. Joseph, Mo.
Mrs. E. G. Wells, New York.
Mrs. C. F. Weller, Omaha, Neb.
Miss Weller, Omaha, Neb.
Mrs. W. R. Warner, Jr., Philadelphia.
Mrs. W. J. Walding, Toledo, Ohio.
Mrs. W. M. Warren, Detroit.
Miss Warren, Detroit.

Among the ladies of Richmond who graced the occasion with their presence, and so hospitably entertained their visitors, were:

Mrs. J. B. Purcell.
Miss N. W. Purcell.
Mrs. O. O. Owens.
Mrs. G. G. Minor.
Mrs. G. W. Warren.
Mrs. N. V. Randolph.
Miss Julia Lee.
Mrs. R. W. Powers.
Mrs. R. L. Powers.
Mrs. E. D. Taylor.
Miss M. Moseley.
Miss H. M. Taylor.
Miss M. S. Valentine.

In Memoriam.

E. Waldo Cutler	1826-1896
Dr. E. H. Davis	1832-1896
Robert Shoemaker	1817-1896
Col. H. J. Lamar	1825-1896
John H. Zeilen	1834-1896
George H. Kalteyer	1849-1897
T. B. Barker	1820-1897
Samuel Colgate	1822-1897
Conrad Berk Lee	1862-1897
Francis Baumer	1826-1897
George W. Finch	1836-1897
Charles P. Button	1897
George R. Finlay	1835-1897
Frederick Wilcox	1845-1897
Bernard Gilpin	1826-1897
Henry Lyman	1813-1897
Andrew G. Coffin	1816-1897

DECEASED MEMBERS

From Organization of the Western Wholesale Drug Association, 1876 to 1898.

	Elected. Deceased.
Allen, Alfred F.	1876-1884
Ayer, James C.	1883-1878
Barker, T. B.	1897
Baumer, Francis	1897
Billings, Chas. E.	1878-1892
Blanding, Wm. B.	1879-1892
Browning, Robert.	1876-1891
Bruen, Oscar H.	1887-1892
Button, Henry H.	1876-1889
Bodeker, Henry	1887-1889
Braker, Conrad, Jr.	1883-1890
Brown, William H.	1882-1889
Bedford, Peter W.	1883-1892
Boehringer, E.	1885-1892
Bennett, Joseph S.	1878-1892
Burnett, Joseph	1885-1894
Burroughs, S. M.	1893-1895
Bradfield, Josiah	1883-1885
Bigelow, E. A.	1883-1896
Bowen, Henry	1885-1896
Button, Charles P.	1897
Crenshaw, Edmund A.	1882-1894
Cobb, Ahira	1876-1882
Coffin, Andrew G.	1897
Colgate, Samuel	1897

	Elected. Deceased.
Cutler, Wm. J.	1883-1894
Cutler, Waldo E.	1883-1896
Carter, Solomon	1883-1892
Cowee, David	1883-1887
Crockett, J. Henry	1883-1891
Davis, Dr. E. H.	1896
Demoville, J. F.	1878-1884
Dodge, Richard J.	1883-1891
Dick, Dundas	1885-1892
Drake, P. H.	1882-1882
Dodge, James M.	1884-1887
Damon, Albert F.	1885-1887
DeGolyer, Joseph	1883-1888
Devoe, F. W.	1883-1896
Edgerley, J. W.	1888-1894
Erhart, Charles F.	1878-1871
Eisenbeis, G.	1885-1896
Fahnestock, B. L.	1876
Finch, George W.	1897
Finlay, George R.	1897
Fisher, Alonzo G.	1885-1895
Fougera, Charles E.	1882-1889
French, Clayton	1883-1889
Farrand, Jacob S.	1876-1891
Fritzsche, Paul T.	1883-1886
French, William B.	1883-1892
Fraser, Edward A.	1884-1890
Gellatly, William A.	1882-1885
Gilpin, Bernard	1897
Goodman, Chas. F.	1877-1895
Gridley, Junius	1885-1886
Gerhardy, Theodore	1878-1893
Greene, Thomas A.	1878-1894
Hurlbut, H. A.	1878-1882

	Elected. Deceased.
Hinchman, T. H.	1876-1892
Henry, John F.	1877-1892
Hurtt, B. Scott	1883-1888
Hall, William Henry	1882-1894
Hostetter, David	1882-1888
Hazelton, Wm., Jr.	1883-1884
Hodge, John	1882-1895
Hopkins, Frank T.	1878-1885
Hoyt, E. W.	1884-1887
Hay, Henry Homer	1894-1895
Jensen, Carl L.	1887-1887
Kirkland, John L.	1879-1892
Kalteyer, George H.	1897
Lamar, Col. H. J.	1896
Lambert, Jordon W.	1882-1888
Laughlin, Samuel	1876-1887
Ladd, Benj. J.	1887-1887
Lee, Conrad Berk	1897
Logan, Thos. H.	1877-1888
Lyman, Henry	1897
Macready, Robert	1876-1895
Merrell, W. S.	1876-1880
Mellier, A. A.	1876-1889
Merrell, Jacob S.	1884-1885
Morrisson, Robert	1876-1888
Malloy, E. S.	1879-1879
Maris, John M.	1883-1892
McKesson, John	1880-1893
Marsh, Edwin H.	1883-1884
Metcalf, Theodore	1887-1894
Munson, L. I.	1895-1896
Moffitt, John S.	1889-1894
Moore, Jerome B.	1883-1891
Mellon, John J.	1882-1891

	Elected. Deceased.
Meyers, Milton L.	1882-1892
McDermott, George	1893-1893
Mason, Alfred H.	1888-1896
Nickell, James M.	1879-1881
Nichols, Dr. James R.	1878-1888
Park, John D.	1876-1894
Potter, Warren B.	1883-1889
Pozzoni, J. A.	1884-1885
Peek, William T.	1883-1885
Purcell, John	1885-1894
Pinkney, Stephen R.	1882-1892
Powers, Thomas H.	1877-1879
Pinkham, Lydia	1887-1883
Putnam, John P.	1878-1889
Parkes, William S.	1887-1891
Quetting, Josef J.	1883-1885
Reakirk, Joseph	1876-1880
Richardson, James	1876-1892
Reed, Thomas	1883-1885
Riday, John F.	1883-1889
Rosengarten, Geo. D.	1883-1889
Richardson, James H.	1878-1891
Robbins, Daniel C.	1878-1888
Rosenthal, Moritz	1884-1896
Robbins, Chas. A.	1878-1889
Rankin, Jesse W.	1882-1892
Raynolds, Chas. T.	1896
Sellers, R. E.	1876
Shoemaker, Robert	1896
Stewart, Daniel	1876-1892
Stoutenbergh, Geo. W.	1876-1884
Strong, Samuel M.	1876-1895
Spurlock, H. C.	1883-1892
Scudder, Samuel V.	1883-1889

	Elected.	Deceased.
Smith, Geo. W.	1882-	1885
Schieffelin, Wm. H.	1882-	1895
Smith, Valentine H.	1883-	1890
Shelcy, Alanson	1876-	1892
Simes, Wm. F.	1887-	1892
Sondheim, Myer	1884-	1888
Stanwood, E. L.	1885-	1892
Strother, William A., M. D.	1889-	1892
Thomsen, John Jacob	1883-	1892
Talcott, Seth	1883-	1894
Truax, Perry B.	1880-	1891
Thompson, William P.	1893-	1896
Tiemann, Peter Cooper	1891-	1894
Thompson, John L.	1880-	1883
Vennard, William L.	1878-	1893
Vogeler, Chas. A.	1880-	1882
Wakefield, C.	1882-	1885
Wallin, Jarvis R.	1885-	1886
Weightman, Dr. John Farr	1878-	1886
Wetherell, Christopher	1887-	1892
Wells, William	1883-	1892
Weightman, William, Jr.	1878-	1889
Wilcox, Frederick		1897
Wilder, Edward	1876-	1890
Wilder, J. B.	1876-	1888
Wilkinson, A. J.	1876-	1895
Wheeler, H. N.	1883-	1885
Wheeler, Porte C.	1882-	1883
White, Jacob, W., M. D.	1884-	1891
Whiting, John L.	1887-	1892
Whitall, James	1885-	1896
Woodward, Wm. R.	1882-	1889
Wright, A. W.	1887-	1892
Zeilen, John H.		1896

COMMITTEES OF

N. W. D. A. for the Years 1897-8.

Committee on Membership.

Jas. McCord, Chairman.....La Crosse, Wis.
Jas. E. Davis.....Detroit
Fred. B. Perry.....Chicago
E. E. Bruce.....Omaha
F. M. Odena.....Detroit
D. P. Daugherty.....St. Louis
G. G. Minor.....Richmond, Va.

Committee on Arrangements and Entertainment.

Theo. F. Meyer, Chairman.....St. Louis
Henry R. Strong.....St. Louis
Clarence G. Stone.....Boston
C. P. Walbridge.....St. Louis
O. H. Green.....St. Louis

Fred. M. Odena.....Detroit
Frank Lawrence.....St. Louis
Thos. H. Larkin.....St. Louis
Ed. Homan.....New York
H. D. Martin.....St. Louis
Jas. Richardson.....St. Louis
W. H. Gallenkamp.....Chicago
Geo. K. Hopkins.....St. Louis
Courtney H. West.....St. Louis
Frank A. Ruf.....St. Louis
L. V. Clark.....St. Louis
Oscar Herf.....St. Louis
Edward Mallinckrodt.....St. Louis
Thos. P. Haley, Jr.....St. Louis
Chas. Standiger.....St. Louis
Frank S. Henry.....Cleveland, Ohio
E. D. Kenfield.....

Committee on Passenger Rates and Routes.

J. M. Peters, Chairman.....New York
D. P. Daugherty.....St. Louis
E. H. Buehler.....Chicago
F. A. Dicks.....New Orleans
H. H. Eliel.....Minneapolis
W. A. Hover.....Denver

Committee on Fraternal Relations.

W. J. Walding, Chairman.....Toledo
Courtney H. West.....St. Louis
Edward C. Frisbie.....Hartford, Conn.
J. W. Solomons.....Savannah
H. J. Lamar, Jr.....Atlanta
Harry C. Winklemann.....Baltimore
Henry R. Strong.....St. Louis
Aldo Sommer.....Quincy, Ill.
W. T. Harper.....Ottumwa, Iowa
Geo. A. Kelly, Jr.....Pittsburg

Committee on Memorials of Deceased Members.

W. A. Robinson, Chairman.....Louisville, Ky.
C. F. G. Meyer.....St. Louis
Daniel R. Noyes.....St. Paul
Fred. L. Carter.....Boston
G. D. Gilman.....Boston
M. N. Kline.....Philadelphia
W. H. Torbert.....Dubuque
A. R. Olney.....Clinton, Iowa

Committee on Proprietary Goods.

Frank A. Faxon, Chairman.....Kansas City
Geo. A. Kelly.....Pittsburg

Fred. L. Carter.....Boston
D. R. Noyes.....St. Paul
W. J. Walding.....Toledo
J. C. Eliel.....Minneapolis
Jas. R. Owen.....Chicago
R. W. Powers.....Richmond
Thos. F. Main.....New York
Daniel Myers..... Cleveland
Theo. F. Meyer.....St. Louis
D. D. Philips.....Nashville
W. A. Hover.....Denver
M. N. Kline.....Philadelphia
I. S. Coffin.....New York
Dr. R. V. Pierce.....Buffalo
J. C. Fox.....Atchison
Jno. N. Carey.....Indianapolis
Alfred E. Rose.....Lowell
Thos. C. Peek.....Macon, Ga.

Committee on Legislation.

Albert Plaut, Chairman.....New York
Brent Good.....New York
Henry Dalley, Jr.....New York
Edward H. Hance.....Philadelphia
Alonzo L. Thomsen.....Baltimore

George A. Kelly.....Pittsburg
Wm. O. Allison.....New York
Chas. Cook.....Portland, Me.
W. H. Marshall.....Cleveland, Ohio
A. F. Murray.....Chicago
Chas. H. Pettet.....Louisville
Henry R. Strong.....St. Louis

Committee on Drug Market.

Geo. L. Muth, Chairman.....Baltimore
Edward C. Smith.....St. Joseph
C. P. Walbridge.....St. Louis
Albert Plaut.....New York
Otto Stein.....Cincinnati
C. F. Shoemaker.....Philadelphia
H. W. Evans.....Kansas City
L. Blumauer.....Portland, Ore.

Committee on Paints, Oils and Glass.

Chas. Campbell, Chairman.....Kansas City
Robert Whitelaw.....St. Louis
T. F. Van Natta.....St. Joseph
Jno. M. Hinchman.....Detroit
W. C. McPike.....Atchison

Committee on Fire Insurance.

Daniel Myers, Chairman.....Cleveland
Chas. P. Noyes.....St. Paul
Chas. Hubbard.....Syracuse, N. Y.
John E. Chapman.....Nashville, Tenn.
Sturgis Coffin.....New York
Albert Calder.....Providence, R. I.
C. E. Potts.....Wichita, Kan.
A. H. Beardsley.....Elkhart, Ind.

Committee on Transportation.

Thos. Lord, Chairman.....Chicago
Geo. K. Hopkins.....St. Louis
Chas. H. Sagar.....Duluth
L. A. Cobb.....Cleveland
M. A. Fall.....Atlanta, Ga.
E. C. Frisbie.....Hartford
Eugene Grasselli..... Cleveland
Geo. E. Taylor.....Leadville, Colo.
A. J. More.....Sioux City, Iowa

Committee on Credits and Collections.

A. Cressy Morrison, Chairman.....New York
Chas. W. Wall.....St. Louis
J. A. Gallagher.....Kansas City

E. C. Smith.....St. Joseph
C. E. Bedwell.....Omaha
Wm. H. Wickham.....New York
N. Ashley Lloyd.....Cincinnati
Lucien B. Hall.....Cleveland
J. D. Price.....Columbus
E. M. Neal.....Nashville
Jno. J. Judson.....Salt Lake City
W. S. Baker.....Detroit

Committee on Commercial Travelers.

Edward H. Buehler, Chairman.....Chicago
F. W. Braun.....Los Angeles
Geo. S. Lord Chicago
J. A. Smith.....Peoria
W. H. Torbert.....Dubuque
R. A. Peter.....Louisville
D. P. Daugherty.....St. Louis
Geo. Merrell.....Cincinnati
Geo. W. Lattimer.....Columbus, Ohio
C. F. Shoemaker.....Philadelphia
Geo. J. F. Schmitt.....San Antonio
A. E. Richardson.....Burlington, Vt.
Jos. R. Kathrens.....Milwaukee
Fred. B. Perry.....Chicago
D. O. Haynes.....New York

Committee on Adulterations.

Wm. M. Warren, Chairman.....Detroit
A. R. McIlvaine.....Philadelphia
H. E. Marvin.....Toledo
Adolph Mack.....San Francisco
Harry B. Gilpin.....Baltimore
Chas. A. West.....Boston
H. B. Fairchild.....Grand Rapids, Mich.
Harvey C. Clark.....Detroit
Edward Mallinckrodt.....St. Louis
W. A. Nelden.....Salt Lake City
Alonzo L. Thomsen.....Baltimore

Committee on Relations with Local Associations, City and Inter-state.

Jno. McKesson, Chairman.....New York
Jno. B. Purcell.....Richmond
Wm. Geary.....Sacramento
Wm. P. Redington.....San Francisco
W. A. Hover.....Denver
Edward C. Frisbie.....Hartford
John Jay Justis.....Cincinnati
S. A. Humiston.....Chicago
Chas. S. McBride.....Indianapolis
M. C. Peter.....Louisville, Ky.

L. N. Brunswig.....New Orleans
Fred. L. Carter.....Boston
Wm. J. Walker.....Albany

Special Committee on Paris Green.

Alanson S. Brooks, Chairman.....Detroit
J. C. Eliel.....Minneapolis
C. H. West.....St. Louis

Committee on Infringement of Trademarks.

Jas. E. Davis, Chairman.....Detroit
Frank Lawrence.....St. Louis
Edward G. Wells.....New York

Committee on Violation of Contracts.

F. A. Faxon, Chairman.....Kansas City
M. N. Kline.....Philadelphia
Dr. R. V. Pierce.....Buffalo

Special Committee to take Charge of Suits Brought Against Members of the N. W. D. A.

M. N. Kline, Chairman.....Philadelphia
Thos. F. Main.....New York
I. S. Coffin.....New York

Committee on Box and Cartage.

Board of Control—Wm. C. Walker, Chairman..Albany

Special Committee on Commercial Travelers.

M. W. Ryerson, Chairman.....Omaha, Neb.
Dan. Y. Wheeler.....Denver, Colo.
E. Ackerman.....Santa Fe
R. H. Johnston.....New York
W. D. Mowry.....Cherryville, Kan.
C. C. Ingram.....Guthrie, Okla.
Geo. W. Driver.....Ogden, Utah
Frank S. Henry.....Cleveland, Ohio
F. M. Odena.....Chicago, Ill.
Jno. T. Flavin.....Denver, Colo.
Peter R. Lance.....Philadelphia, Pa.
Geo. A. Fuller.....New York
J. H. Holman.....Indianapolis, Ind.
W. T. Case.....New York
Ed. Lang.....Topeka, Kan.
F. E. Meadows.....Rockport, Mo.
P. C. Johnson.....Wichita, Kan.
G. H. Lane.....St. Louis, Mo.
L. J. Ashby.....Little Rock, Ark.
F. G. Beckman..... Chicago

ACTIVE MEMBERS.

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Members are requested to report any inaccuracies in these lists and to notify the Secretary and Treasurer of all changes in the style of firm and individual names of companies.

UNITED STATES OF AMERICA.

ALABAMA.

ELAM DRUG CO., ... Anniston.
E. E. Elam, President.
Rutherford Lapsley, Secretary.

CALIFORNIA.

BRAUN & CO., F. W., ... Los Angeles.
F. W. Braun.
L. N. Brunswig (New Orleans).

HAAS, BARUCH & CO., ... Los Angeles.
A. Haas.
J. Baruch.

KIRK, GEARY & CO., ... Sacramento.
Wm. Geary.
H. S. Kirk.
Agnes Kirk.
Mrs. H. C. Kirk.

LANGLEY & MICHAELS CO., . . . San Francisco.
M. Langley.
H. Michaels.
R. Watt.
J. W. Featherston.

MACK & CO., ... San Francisco.
Leon Goggenhime.
Adolph Mack.
Fred S. Kellogg.

REDINGTON & CO., ... San Francisco.
Christian W. Smith.
Wm. P. Redington.
Coffin, Redington & Co. (New York).

COLORADO.

HOVER & CO., W. A., ... Denver.
W. A. Hover.
C. L. Hover.
H. M. Harding.

TAYLOR, GEORGE E., ... Leadville.

CONNECTICUT.

APOTHECARIES HALL CO., ... Waterbury.
F. B. Rice, President.
John Blair, Treasurer and General Manager.

CALHOUN & CO., F. S., ... New Haven.
F. S. Calhoun.

LEETE & CO., CHAS. S., ... New Haven.
Chas. S. Leete.
Jeremiah B. Leete.

WHITTLESEY & CO., CHARLES W., . . New Haven.
C. W. Whittlesey.

LEE & OSGOOD, ... Norwich.
Hugh H. Osgood.

OSGOOD & CO., CHARLES, ... Norwich.
Charles Osgood.

SISSON & CO., ... Hartford.
Thomas Sisson.
Geo. P. Chandler.
Frederick H. Chapin.

TALCOTT, FRISBIE & CO., ... Hartford.
Edward C. Frisbie.
Charles H. Talcott.

GEORGIA.

LAMAR & RANKIN DRUG CO., THE (Incorporated), ... Atlanta.
H. J. Lamar, President.
H. J. Lamar, Jr., Vice-President.
M. A. Fall, Treasurer.
R. R. Evans, Secretary.

LAMAR & SONS, HENRY J., ... Macon.
H. J. Lamar.
H. J. Lamar, Jr.
W. D. Lamar.
Thos. C. Peek.
J. S. Hoge.
J. B. Riley.

SOLOMONS & CO., ... Savannah.
J. W. Solomons.
I. A. Solomons.

DAVID W. CURRY, ... Rome.

SMITH-DUGGER DRUG CO., ... Atlanta.
J. Stovall Smith, President.
E. P. Chamberlain, Vice-President.
J. H. Childs, Secretary.
J. M. Dugger, Treasurer.

ILLINOIS.

HUMISTON, KEELING CO., ... Chicago.
S. A. Humiston.
Francis Keeling, Jr.
James H. Rhodes.

LORD, OWEN & CO., ... Chicago.
Thomas Lord.
Geo. S. Lord.
James R. Owen.

SEARLE & HERETH CO., THE, ... Chicago.
G. D. Searle, President.
F. S. Hereth, Vice-President.
O. T. Eastman, Secretary and Treasurer.

ALLAIRE-WOODWARD CO., ... Peoria.
Eliot Callender, President.
H. J. Woodward, Vice-President.
J. A. Smith, Secretary and Manager.
Jas. E. Callender, Treasurer.

COLBURN-BIRKS & CO., ... Peoria.
Walter P. Colburn.
John Birks.
Henry Simoneau.

HARTZ & BAHNSEN CO., ... Rock Island.
B. C. Hartz, President.
F. W. Bahnsen, Vice-President.
I. L. White, Secretary and Treasurer.

SCHUH DRUG CO., ... Cairo.
Paul G. Schuh, President and Treasurer.
H. W. Schuh, Vice-President and Manager.
Julius P. Schuh, Secretary.

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Smithsonian Institute.

GEN. JOHN MILLS BROWNE, ... 1890
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F. W. SCHULTE, Kansas City, ... 1894

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B

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H

Haas, Baruch & Co.....Los Angeles, Cal.
Hale, Justis & Co.....Cincinnati, O.
Hall & Ruckle.....New York City
Hance Bros. & White.....Philadelphia, Pa.
Harris & Co., J. N.....Cincinnati, O.
Hartz & Bahnsen Co.....Rock Island, Ill.
Hay & Son, H. H.....Portland, Me.
Hazeltine & Perkins Drug Co.....Grand Rapids, Mich.
Herf & Frerichs Chemical Co.....St. Louis, Mo.
Hill's Sons & Co., Edward.....New York City
Himrod Mfg. Co.....New York City
Hinchman & Sons, T. H.....Detroit, Mich.
Hiscox & Co.....Long Island City, N. Y.
Hornick, Hess & More.....Sioux City, Iowa
Hood & Co., C. I.....Lowell, Mass.
Hopkins-Weller Drug Co.....St. Louis, Mo.
Hostetter Co., The.....Pittsburg, Pa.
Hover & Co., W. A.....Denver, Colo.

Hoyt & Co., E. W.....Lowell, Mass.
Hubbard, Son & Co., Chas.....Syracuse, N. Y.
Humiston, Keeling & Co.....Chicago, Ill.
Humphreys Medicine Co.....New York City
Hunts Remedy Co.....Providence, R. I.

I

Indianapolis Drug Co.....Indianapolis, Ind.

J

Jayne & Son, D.....Philadelphia, Pa.
Jerman, Pfluger & Kuehmsted Co.....Milwaukee, Wis.

K

Keasbey & Mattison Co.....Ambler, Pa.
Kauffman-Lattimer Co., The.....Columbus, O.
Kelly Company, Geo. A.....Pittsburg, Pa.
Kiefer Drug Co., A.....Indianapolis, Ind.
Kirk, Geary & Co.....Sacramento, Cal.

L

Lamar & Rankin Drug Co.....Atlanta, Ga.
Lamar & Sons, Henry J.....Macon, Ga.
Lambert Pharmacal Company.....St. Louis, Mo.
Langley & Michaels Co.....San Francisco, Cal.
Larkin & Scheffer.....St. Louis, Mo.
Lawrence-Williams Co.....Cleveland, O.
Lazelle, Dalley & Co.....New York City
Leadbeater & Sons, E. S.....Alexandria, Va.
Lee & Osgood.....Norwich, Conn.

Leete & Co., Chas. S.....New Haven, Conn.
Lehn & Fink.....New York City
Leich & Co., Chas.....Evansville, Ind.
Lilly, Eli & Co.....Indianapolis, Ind.
Lloyd Bros.....Cincinnati, O.
Lord, Owen Co.....Chicago, Ill.
Lyman-Eliel Drug Co.....Minneapolis, Minn.
Lyons & Co., I. L.....New Orleans, La.
Lavino, E. J.....New York City

M

Mack & Co.....San Francisco, Cal.
Mallinckrodt Chemical Co.....St. Louis, Mo.
Martin & Co., C. H.....Concord, N. H.
McCord, James.....La Crosse, Wis.
McKesson & Robbins.....New York City
McPike & Fox.....Atchison, Kan.
Mellor & Rittenhouse Co., The.....Philadelphia, Pa.
Merck & Co.....New York City
Merrell Chemical Co., The W. S.....Cincinnati, O.
Merrell Drug Co., J. S.....St. Louis, Mo.
Merriam, A. B., Secretary.....Minneapolis, Minn.
Metcalf Co., Theodore.....Boston, Mass.
Meyer Bros. Drug Co.....St. Louis, Mo.
Moffit-West Drug Co.....St. Louis, Mo.
Murdoch, J. N.....Parkersburg, W. Va.
Muth Bros. & Co.....Baltimore, Md.
Murray Drug Co.....Columbia, S. C.
Merchants Gargling Oil Co.....Lockport, N. Y.

N

Neat-Richardson Drug Co.....Louisville, Ky.
Nelden-Judson Drug Co.....Salt Lake City
Nelson, Baker & Co.....Detroit, Mich.
Noyes Bros. & Cutler.....St. Paul, Minn.
New York Quinine & Chemical Works (Limited), New York.

O

Olney & McDaid.....Clinton, Iowa
Orr, Brown & Price.....Columbus, O.
Osgood & Co., Charles.....Norwich, Conn.
Owens & Minor Drug Company, The....Richmond, Va.

P

Pabst Brew. Co. (Props. "Best" Tonic), Milwaukee, Wis.
Paine Drug Co., The.....Rochester, N. Y.
Parke Davis & Co.....Detroit, Mich.
Peacock Chemical Co.....St. Louis, Mo.
Perkins & Co., J. W.....Portland, Me.
Peter & Co., A.....Louisville, Ky.
Pfizer & Co., Charles.....New York City
Pinkham Medicine Co., Lydia E.....Lynn, Mass.
Piso Company, The.....Warren, Pa.
Plimpton, Cowan & Co.....Buffalo, N. Y.
Polk & Calder Co.....Troy, N. Y.
Ponds Extract Co.....New York City
Porous Plaster Co.....New York City
Potts Drug Co., C. E.....Wichita, Kan.

Powers-Taylor Drug Co.....Richmond, Va.
Powers & Weightman.....Philadelphia, Pa.
Purcell, Ladd & Co.....Richmond, Va.

R

Radway & Co.....New York City
Redington & Co.....San Francisco, Cal.
Renz & Henry.....Louisville, Ky.
Richardson Drug Co.....Omaha, Neb.
Rio Chemical Co.....St. Louis, Mo.
Robinson-Pettet Co.....Louisville, Ky.
Robinson & Son, R. W.....New York City
Roessler & Hasslacher Chemical Co., The....N. Y. City
Rogers & Pyatt.....New York City
Rumford Chemical Works.....Providence, R. I.
Rust & Richardson Drug Co.....Boston, Mass.
Ryan Drug Co.....St. Paul, Minn.

S

Sagar Drug Co.....Duluth, Minn.
San Antonio Drug Co.....San Antonio, Tex.
Schenck & Son, J. H.....Philadelphia, Pa.
Schering & Glatz.....New York City
Schieffelin & Co.....New York City
Schiffman, Dr. R.....St. Paul, Minn.
Schuh Drug Co.....Cairo, Ill.
Scott & Bowne.....New York City
Searle & Hereth Co., The.....Chicago, Ill.
Sharp & Dohme.....Baltimore, Md.
Sheehan & Co., J. H.....Utica, N. Y.

Shoemaker & Busch.....Philadelphia, Pa.
Shoemaker & Co., Robert.....Philadelphia, Pa.
Schneider & Irving.....Troy, N. Y.
Simes & Son, W. F.....Philadelphia, Pa.
Sisson & Co., T.....Hartford, Conn.
Smith & Co., Valentine H.....Philadelphia, Pa.
Smith Drug Co., C. D.....St. Joseph, Mo.
Smith-Dugger Drug Co., The.....Atlanta, Ga.
Smith, Kline & French Co.....Philadelphia, Pa.
Solomons & Co.....Savannah, Ga.
Snow & Co., C. W.....Syracuse, N. Y.
Sommers-Aldo Drug Co.....Quincy, Ill.
Spokane Drug Co.....Spokane, Wash.
Spurlock, Neal & Co.....Nashville, Tenn.
Stein-Vogeler Drug Co.....Cincinnati, O.
Stewart, Daniel, Co.....Indianapolis, Ind.
Strong, Cobb & Co.....Cleveland, O.
Strother & Son, W. A.....Lynchburg, Va.
Sultan Drug Co.....St. Louis, Mo.
Sweet, Caldwell.....Bangor, Me.

T

Talcott, Frisbie & Co.....Hartford, Conn.
Tarrant & Co.....New York City
Trommer's Ext. Malt Co.....Fremont, O.
Taylor, Geo. E.....Leadville, Colo.
Thompson's Sons & Co., John L.....Troy, N. Y.
Thomsen's Sons, John J.....Baltimore, Md.
Torbert, W. H.....Dubuque, Iowa

U

Upjohn Pill & Granule Co., The.....Kalamazoo, Mich.

V

Van Natta-Lynds Drug Co.....St. Joseph, Mo.
Vogeler Co., Chas. A., The.....Baltimore, Md.

W

Walding, Kinnan & Marvin Co.....Toledo, O.
Wakefield & Co., C.....Bloomington, Ill.
Wampole & Co., Henry K.....Philadelphia, Pa.
Walther-Robertson Drug Co., The.....Pittsburg, Pa.
Ward Bros.....Indianapolis, Ind.
Walker & Gibson.....Albany, N. Y.
Weeks & Potter Co.....Boston, Mass.
Wells & Richardson Co.....Burlington, Vt.
West & Jenney.....Boston, Mass.
Whittlesey, Chas. W. & Co.....New Haven, Conn.
Williams & Co., A. H.....Utica, N. Y.
Williams, Davis, Brooks & Co.....Detroit, Mich.
Wilkinson & Co.....Keokuk, Iowa
Winkelmann & Brown Drug Co.....Baltimore, Md.
Worlds Dispensary Medical Ass'n, The..Buffalo, N. Y.
Wright, A. W. & Co.....Philadelphia, Pa.
Wyeth & Bro., John.....Philadelphia, Pa.

Z

Zeilen & Co., J. H.....Philadelphia, Pa.
Zeller, Max.....New York City

ALPHABETICAL LIST OF ASSOCIATE MEMBERS.

186.

A

Acme White Lead & Color Co.....Detroit, Mich.
Ansbacher Co., A. B.....Chicago, Ill.
Anheuser-Busch Brewing Ass'n.....St. Louis, Mo.
Armour & Co.....Chicago, Ill.
Armstrong Cork Co.....New York City
Arnold & Co., F. R.....New York City

B

Barrett Mfg. Co.....Philadelphia, Pa.
Bartlett, S. L.....Boston, Mass.
Barker & Sons, T. B.....St. Johns, N. B.
Baldwin & Co., B. D.....Chicago, Ill.
Barrett, M. L. & Co.....Chicago, Ill.
Barstow, Chas. W.....St. Louis, Mo.
Beeman Chemical Co.....Cleveland, O.
Berry Bros.....Detroit, Mich.
Birney Catarrhal Powder Co.....Chicago, Ill.
Bovinine Co., The.....New York City
Bradfield Regulator Co.....Atlanta, Ga.

Brown Oil Co., Robert B.....St. Louis, Mo.
Buehler, Edward H.....Chicago, Ill.
Burk & Co., William B.....Philadelphia, Pa.
Butler Hard Rubber Co.....New York City
Burnett, Joseph, Co.....Boston, Mass.

C

Calder, Albert L.....Providence, R. I.
Campion & Co., J. W.....Philadelphia, Pa.
Carr-Lowry Glass Co.....Baltimore, Md.
Centaur Company, The.....New York City
Champion Chemical Works.....Chicago, Ill.
Chesebrough Mfg. Co.....New York City
Chiris, Antoine (Grasse France).....New York City
Cibils Co. of the U. S.....Boston, Mass.
Cleveland Commercial Co., The.....Cleveland, O.
Colburn Co., The A.....Philadelphia, Pa.
Cole & Co., J. W.....Black River Falls, Wis.
Colgate & Co.....New York City
Corneille & Co., David.....London, Eng.
Cushman, H. D.....Three Rivers, Mich.
Cumberland Glass Mfg. Co., The.....Bridgeton, N. J.

D

Davidson Rubber Co.....Boston, Mass.
Davidson & Co., W.....Baltimore, Md.
Davol Rubber Co.....Providence, R. I.
Dent & Co., C. S.....Detroit, Mich.
Detroit White Lead Works.....Detroit, Mich.

Devoe & C. T. Reynolds Co., F. W.....New York City
Dick, Dundas & Co.....New York City
Dickinson, E. E.....Essex, Conn.
Dillenback & Almy.....Cobleskill, N. Y.
Drevet Mfg. Co.....New York City
Dryden & Palmer.....Brooklyn, N. Y.
Dutcher Drug Co., Frederick.....St. Albans, Vt.

E

Eagle White Lead Co.....Cincinnati, O.
Ellis & Golterman.....New York City
Ellwood-Lee Co., J.....Conshohocken, Pa.
Estes & Sons, E. B.....New York City
Evans & Sons (Limited).....Montreal, Canada

F

Fischer & Ewald.....New York City
Fisher, Arthur N.....Chicago, Ill.
Florida Wine Co.....Norristown, Pa.
Fougera & Co., E.....New York City
Fox & Son, H. C.....Philadelphia, Pa.
Fox, Fultz & Co.....Boston, Mass.
Francis, John H.....New York City

G

Gibson & Sons, Robert.....Manchester, Eng.
Gibbs, William E.....New York City
Gill & Co., Wm. A.....Columbus, O.
Gordon Chemical Co., W. J. M.....Cincinnati, O.
Goodwin, Henry W.....Boston, Mass.

Gould Commercial Co.....Boston, Mass.
Grand Rapids Brush Co.....Grand Rapids, Mich.
Greene & Co., David E.....New York City
Greene, F. E. & J. A.....Boston, Mass.
Grosvenor & Co., J. M.....Boston, Mass.

H

Hamlin Wizard Oil Co.....Chicago, Ill.
Hastings & Co.....Philadelphia, Pa.
Harter Medicine Co., The Dr.....Dayton, O.
Henry Pharmacal Co.....Louisville, Ky.
Hillier's Son Co., R.....New York City
Hires Co., The Chas. E.....Philadelphia, Pa.
Hopkins Co., J. L.....New York City
Horner, Jas. B.....New York City
Hubbard, Joseph.....Boston, Mass.

I

Illinois Glass Co.....Alton, Ill.
Isaacs & Co., A.....New York City

J

Johnson & Johnson.....New Brunswick, N. J.
Johnson & Co., I. S.....Boston, Mass.
Jefferis Glassware Works.....Philadelphia, Pa.

K

Kerry, Watson & Co.....Montreal, Can.
Kilmer & Co., Dr.....Binghamton, N. Y.
Kirk & Co., Jas. S.....Chicago, Ill.

Knickerbocker Brace Co.....Easton, Pa.
Kohler Manufacturing Co.....Baltimore, Md.
Kline, Dr. R. H., Company (Limited)...Philadelphia, Pa.

L

Ladd & Coffin.....New York City
Lanman & Kemp.....New York City
Lasker & Bernstein.....New York City
Lawrence & Co., W. W.....Pittsburg, Pa.
Lebess Sponge Co.....New York City
Leeming & Co., Thomas.....New York City
Lueders & Co., George.....New York City
Lucus & Co., John.....Philadelphia, Pa.
Lyman, Sons & Co.....Montreal, Can.
Lyman, Knox & Co.....Montreal, Can.
Lyons & Bro., Chas. B.....Minneapolis, Minn.
Lyons Mfg. Co.....Brooklyn, N. Y.

M

Maltine Manufacturing Co., The.....New York City
Mariani & Co.....New York City
Marion Flint Glass Co.....Marion, Ill.
Martin, Bole & Wynne Co., The.....Winnipeg, Man.
Marx & Rawolle.....New York City
McCotter & Co., Samuel G.....New York City
McIlvaine Bros.....Philadelphia, Pa.
McKinley, W. S.....Philadelphia, Pa.
Mellior Drug Co.....St. Louis, Mo.
Mepham & Klein, Geo. S.....St. Louis, Mo.

Merz Capsule Co., The.....Detroit, Mich.
Miles Medical Co., The Dr.....Elkhart, Ind.
Mound City Paint and Color Co.....St. Louis, Mo.
Mulford Co., H. K.....Philadelphia, Pa.
Mulhens & Kropff.....New York City
Murray & Nickell Mfg. Co., The.....Chicago, Ill.
Munyon Homeopathic Remedy Co.....New York City

N

National Eclectic Medical Institute....Rochester, N. Y.
National Lead Co. (Atlantic Branch)....New York City
National Lead and Oil Co. of Penn.....Pittsburg, Pa.
New York Pharmacal Association.....Yonkers, N. Y.
New York Pharmaceutical Co...Bedford Springs, Mass.
Norton Bros.....Chicago, Ill.
Norwich Pharmacal Co.....Norwich, N. Y.

O

Oakland Chemical Co.....New York City

P

Packard & Co., M. N.....New York City
Paris, Allen & Co.....New York City
Patch Co., The E. L.....Boston, Mass.
Pennsylvania Salt Mfg. Co.....Philadelphia, Pa.
Peek & Velsor.....New York City
Phillips Chemical Co., The Charles H...New York City
Planten & Son, H.....New York City
Plumly Co., G. W.....Philadelphia, Pa.
Pratt & Lambert (Inc.).....New York City

Phenyo-Caffein Co.....Worcester, Mass.
Pfeiffer, Fred L.....New York City

R

Raser, John B.....Reading, Pa.
Raser, William H.....New York City
Recamier Mfg. Co.....New York City
Reed & Carnrick.....New York City
Rosengarten & Sons.....Philadelphia, Pa.

S

Scofield, Shurmer & Teagle.....Cleveland, O.
Schoellkopf, Hartford & Macclagan....New York City
Scudder, S. V. & S. P.....Brooklyn, N. Y.
Shafer & Co., I. Calvin.....New York City
Sherwin-Williams Co., The.....Cleveland, O.
Simson Bros. & Co.....Halifax, N. S.
Stanford's Vina Vineyard, Agency.....Chicago, Ill.
Stilwell, Arthur A.....New York City
Stallman & Fulton.....New York City
Springer, I. & Co.....New York City
Slocum, T. A. & Co.....New York City

T

Taite's Sons, Joseph.....Philadelphia, Pa.
Tetlow, Henry.....Philadelphia, Pa.
Thayer & Co., Henry.....Cambridgeport, Mass.
Thurston & Braidich.....New York City
Tiemann & Co., D. F.....New York City
Tilden Co., The.....New Lebanon, N. Y.

Thum, O. & W.....Grand Rapids, Mich.
Tuttle, Dr. S. A.....Boston, Mass.
Todd, Albert M.....Kalamazoo, Mich.
Troemer, Henry.....Philadelphia, Pa.
Trommer Extract Malt Co.....Fremont, Ohio
Truslow & Co.....New York City
Tyler & Finch.....New York City

U

United States Capsule Co.....Detroit, Mich.
Ungerer, W. P.....New York City

V

Valentine Meat Juice Works.....Richmond, Va.
Vogeler Sons & Co.....Baltimore, Md.

W

Ware, Walter F.....Philadelphia, Pa.
Warner & Co., William R.....Philadelphia, Pa.
Wellcome, Henry S.....London, Eng.
Representing Burrough, Wellcome & Co.
Wells Mfg. Co., A. J.....Syracuse, N. Y.
Wetmore & Co., S. H.....New York City
Whitall, Tatum & Co.....Philadelphia, Pa.
Whitelaw Bros.....St. Louis, Mo.
Whiting & Son, John L.....Boston, Mass.
Whitney Glass Works Co, The.....Philadelphia, Pa.
Wirz, A. H.....Philadelphia, Pa.
Williams & Co., J. B.....Glastonbury, Conn.
Wilson, B. O. & G. C.....Boston, Mass.
Will & Baumer Co., The.....Syracuse, N. Y.

Y

Young & Smylie.....Brooklyn, N. Y.

ORDER OF BUSINESS.

1st—Call to Order.
2 d—Calling Roll of Members.
3 d—Reading of the Minutes of Last Meeting.
4th—President's Address.
5th—Election of Members.
6th—Secretary's Report.
7th—Treasurer's Report.
8th—Report of Committees.
9th—Miscellaneous Business.
10th—Installation of Officers.

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